THE NATIONAL

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Meat Packing and Allied Industries

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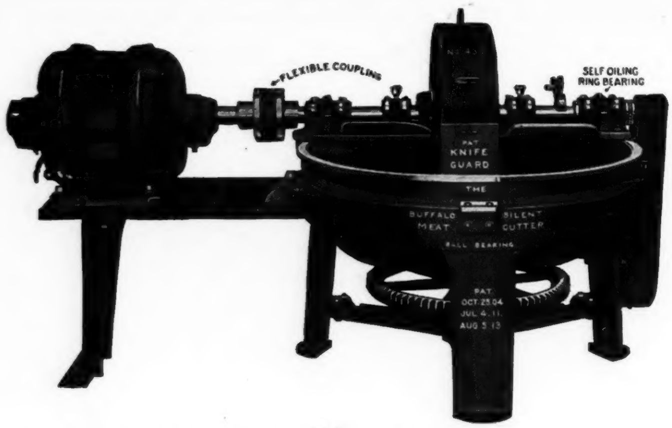

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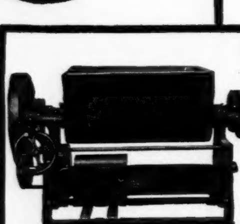

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The reason is that "BUFFALO" Sausage Machines produce the finest quality sausage at the lowest possible cost—with practically no expense for repairs or replacements.

You can buy cheaper machines, of course, but if you are interested in year in and year out service and a reduction in the cost of making quality sausage, you'll buy a "BUFFALO."

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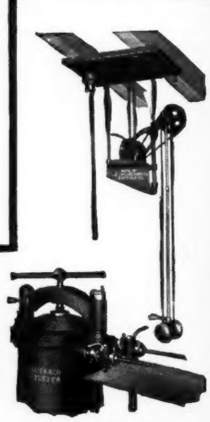

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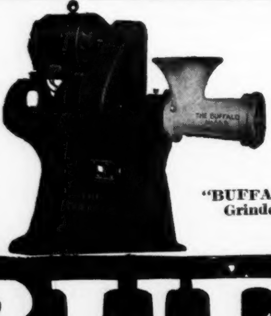

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SILENT CUTTERS ~ GRINDERS ~ MIXERS ~ STUFFERS ~ SCHONLAND CASING PULLER

THE NATIONAL
Provisioner
THE MAGAZINE OF THE
Meat Packing and Allied Industries

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 80. No. 8 FEBRUARY 23, 1929 Chicago and New York

Packer Should Know How His Hogs Are Cutting Out

Present Markets Make Daily Tests Necessary to Keep Out of Trouble Costly Product Going Into Cure

Packers appear to be buying their hogs on the expectation of light runs during the spring and summer months, when considerable accumulations of product will be needed at improved price levels.

Throughout this winter packing season they have paid considerably more for their hogs than in the same time last year—with the exception of November, when the average price of hogs at Chicago was 20c per hundredweight under that of November, 1928.

During the first 16 days of the current month the average price of hogs at Chicago has been $1.90 per hundred higher than in the same period of 1928.

The winter hog runs began considerably earlier this year than last, and it is expected that they will let up equally early. In fact, receipts at the 11 principal markets are already showing a decline.

Whether this decline is due to the fact that the bulk of the hogs have been marketed, or to weather conditions and the difficulty of getting hogs to market, is a question.

Makes Product Cost High

At any rate, the lighter receipts have brought the price of hogs to the highest of the season, a price that means product is going into cure and into warehouses at a pretty high cost.

It means also that packers are taking considerable cutting losses —which they may or may not be able to make up. The element of chance plays an important part here.

Hogs costing an average of $10.40 on the hoof cost at least $15.00 on the rail. Picnics, heavy bellies, fat backs, rough ribs, other dry salt cuts, pork trimmings and lard are all selling well under 15c a pound.

Only hams, light bellies and pork loins are selling above the carcass cost of hogs, and in each of these cases only slightly above.

Taking a Chance on Future

It is very evident, therefore, that the packer is taking a chance on the future.

This chance will probably result favorably to him if hog runs are materially curtailed, and if prices of product do not get so high as to reduce buying. Should the consumer get an idea that pork is too high—well, take a look at the beef market, and see what is likely to happen to pork cuts!

If this occurred, even to a more limited extent than has been the case with beef, it might be very difficult to move the heavy stocks of pork products already in storage at a price that would enable the packer to break even.

The influence of higher prices on the foreign demand for pork products is pronounced. Continental Europe and the United Kingdom will take a lot of meat and lard as long as the price is low. As soon as there is any material rise in price, buying is curtailed.

Does the packer know just how much loss he is taking on every hog he is cutting?

The following "Short Form Hog Test"—worked out on the basis of THE NATIONAL PROVISIONER DAILY MARKET SERVICE prices at Chicago on Wednesday, February 20, and live hog prices at Chicago on the same day—is given as indicating the importance of every packer knowing just what his pork cuts are costing him into cure or into storage.

Packers who are not now using such a test cannot begin too soon. It is a daily check that can be made for the packer executive by an intelligent clerk, and the information it furnishes may save him many dollars in his hog buy.

The cost figures used and the deductions should be made on the basis of the packer's own plant. Also he should make frequent cutting tests to check any possible changes in his average hog yield.

Deductions in Figuring Test.

In working out this Short Form Hog Test the following deductions have been

made from THE NATIONAL PROVISIONER DAILY MARKET SERVICE prices:

Regular Hams.—Deducted ¾c per lb. for accumulating and freezer shrink, loading expense, selling commission, etc. Discount on account of percentage of No. 2 hams is also included in this deduction.

Picnics, Bellies and Raw Leaf.—Deducted ½c per pound for accumulating and freezer shrink, loading expense, selling commission, etc.

Boston Butts and Pork Loins.—Deducted 1c per pound for selling and delivery expense and shrink.

A deduction of 1c per pound is made on 16/20 and 18/30 bellies, fat backs, plates and jowls, spare ribs and lean trimmings for labor and expense in curing.

All prices are figured on a loose basis.

The following notes explain in detail the method of pricing the different cuts, how to determine the value of edible and inedible killing offal, and any charges to be added to the live cost of the hogs. They also outline the expenses that must be taken into consideration in figuring the test.

Explanatory Notes

The Short Form Hog Test is not intended to displace the Long Form or detailed actual test, which should be gotten out regularly, or at least at frequent intervals, to serve as a check on the Short Form.

The advantage of the Short Form is that it permits a packer in a few minutes' time to determine how his hogs are breaking out at any time.

It will be found that, with a little practice in "tuning up" with his regular test, a packer will be able to come very close to actual operations with the Short Form.

As a practical operating report it is invaluable.

PRICING.

Fresh Meat Products such as Pork Loins, Skinned Shoulders, Boston Butts, Trimmings, Neck Bones and Tails should be priced at the prevailing market, less the cost of packing and packages, and less the selling and delivery expense (including freight, if any) which each particular packer encounters in the selling of his product.

This will vary considerably, depending upon the type of service rendered, and care must be exercised that these expenses are not underestimated.

Green Hams, Picnics, Bellies should be priced at the bid price for carload lots, f.o.b. Chicago, less freight to Chicago (if a Western plant); brokerage and natural shrinkage occurring in the accumulating of green carlots; also less the cost of loading into cars and plant icing of the car.

(Continued on page 32.)

SHORT FORM HOG TEST

Columns headed PRICE and AMOUNT are figured from product prices in "The National Provisioner Daily Market Service" of Feb. 20, 1929, representing actual transactions, Chicago, that date.

	160 to 180 lbs.				180 to 220 lbs.				225 to 250 lbs.				275 to 300 lbs.			
Product—	Avg.	Percent live weight.	Price.	Amount.	Avg.	Percent live weight.	Price.	Amount.	Avg.	Percent live weight.	Price.	Amount.	Avg.	Percent live weight.	Price.	Amount.
Reg. Hams	10/12	13.85	19¼[1]	$2.67	14/16	13.75	19⅛[1]	$2.63	14/18	13.50	19¾[1]	$2.67	18/22	13.25	19¼[1]	$2.55
Picnics	4/5	5.40	12½[2]	.67	5/7	5.30	12¼[2]	.65	6/8	5.25	12[2]	.63	8/12	5.00	11[2]	.55
Boston Butts		4.00	16¾[3]	.67		4.00	16¾[3]	.67		4.00	16¾[3]	.67		4.00	16¾[3]	.67
Pork Loins (blade in)	6/8	9.30	20½[3]	1.91	8/10	9.00	19½[3]	1.75	10/14	8.50	18¾[3]	1.59	12/16	8.00	17¾[3]	1.42
Bellies	8/10	11.00	16¾[2]	1.84	8/14	11.00	16[2]	1.76	12/16	6.00	14⅞[2]	.89	14/18	2.50	14⅝[2]	.37
Bellies (D. S.)			....				....		16/20	5.00	12½[4]	.63	18/30	10.00	12¼[4]	1.23
Fat Backs (D. S.)			....				....		8/12	5.00	9[4]	.45	12/16	6.00	10⅞[4]	.65
Plates and jowls (D. S.)		1.75	8½[4]	.15		2.00	8½[4]	.17		2.00	8½[4]	.17		2.50	8½[4]	.21
Raw leaf		2.00	10⅛[2]	.20		2.20	10⅛[2]	.22		2.25	10⅛[2]	.23		2.25	10⅛[2]	.23
P. S. lard, rend. wt.		12.50	.1087½	1.36		14.50	.1087½	1.58		12.00	.1087½	1.30		11.50	.1087½	1.25
Spare ribs		1.15	10½[4]	.12		1.00	10½[4]	.11		1.00	10½[4]	.11		1.00	10½[4]	.11
Lean trimmings		2.00	9½[4]	.19		2.00	9½[4]	.19		2.00	9½[4]	.19		2.00	9½[4]	.19
Rough feet		1.60	.02	.03		1.25	.02	.03		1.25	.02	.03		1.25	.02	.03
Tails		0.15	.10	.02		0.10	.10	.01		0.10	.10	.01		0.10	.10	.01
Neck bones		0.80	.04½	.04		0.65	.04½	.03		0.65	.04½	.03		0.65	.04½	.03
Total cutting yield		65.50		$9.87		66.75		$9.80		68.50		$9.60		70.00		$9.50

1—¾c deducted from market price. 2—1c deducted from market price.
3—1c deducted from market price. 4—1c deducted from market price.

Total cutting value
(100 lbs. live wt., Chicago)

In each case price to be inserted is **your average realized price** less selling cost of each product, and less cost of processing product (including shrinkage) after it leaves killing or cutting floor. (See "Explanatory Notes.") Cost of killing and cutting should not be deducted, as this cost is to be charged below.

Here's where you figure your net returns **(based on 100 lbs. live weight, Chicago):**

TOTAL CUTTING VALUE (from above)	$9.87	$9.80	$9.60	$9.50
Edible and inedible killing offal value	.47	.49	.50	.52
TOTAL GROSS VALUE	$10.34	$10.29	$10.10	$10.02
CHARGES				
Hogs cost alive per 100 lbs. Add freight, bedding, etc., if any	$10.45	$10.50	$10.55	$10.50
Buying, driving, labor, refrigeration, repairs and plant overhead	.65	.59	.56	.53
Killing condemnations and death losses in transit (say 1 per cent of live cost)	.10	.10	.11	.10
TOTAL OUTLAY per 100 lbs. alive:	$11.20	$11.19	$11.22	$11.13
Deduct TOTAL OUTLAY from TOTAL GROSS VALUE to get profit or loss per 100 lbs.				
Loss per cwt.	.86	.90	$1.12	$1.11
Loss per hog	$1.46	$1.80	$2.66	$3.19

Blank forms like this may be obtained upon application to THE NATIONAL PROVISIONER, *Old Colony Bldg., Chicago, Ill.*

Preventing Errors in Measuring Casings

Simple Machine Shows the Operator How Many Pieces and How Many Feet of Casings Have Been Wound on Reel

As long as the human element enters into details of operations in the meat plant, errors of more or less seriousness are bound to occur.

It is for this reason that meat packers are turning more and more to automatic and semi-automatic devices whenever these can be used to advantage.

Automatic temperature regulators are a case in point. With these installed on hog scalding vats, cookers, smokehouses, etc., the packer knows when he is obtaining uniformity of product and is better able to eliminate possibilities of error due to carelessness or inattention of employees.

Automatic devices are particularly desirable when the nature of the work is such that accuracy depends on mental calculations of employees.

With many operations about a meat packing plant, errors are liable to occur because of inaccuracy of employees in this respect. One such instance is in the casing department, when measuring and counting casings preliminary to bundling.

To simplify this operation, and to secure greater accuracy of count and measurement, a device has been invented which greatly simplifies the operator's task and makes it unnecessary to do any mental calculating or remembering.

A description of this machine follows.

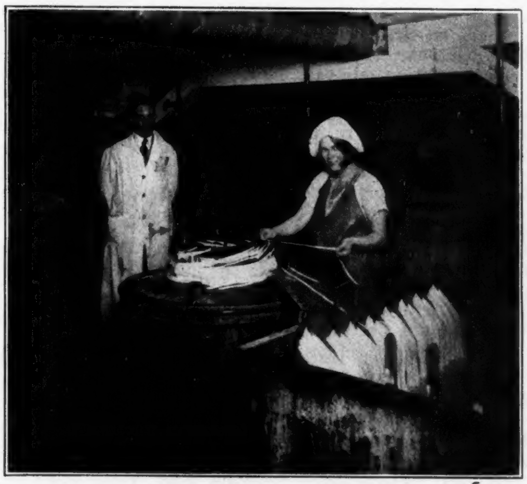
Casing Measuring Reel

A simple tool to obtain greater accuracy when counting and measuring casings has been developed and is in use in an Iowa meat packing plant.

Essentially, the machine consists of a reel of monel metal with stainless steel pegs mounted on a framework of galvanized iron.

The reel is operated by means of a threaded bar placed beneath the table top, and is provided with a traveling arm which moves up and down as the reel is turned. This threaded bar is equipped with a stationary collar at the bottom, and an adjustable collar at the top.

This adjustable collar can be so placed as to stop the reel after any number of revolutions desired. A gauge



CASING REEL IN OPERATION.
With this device it is possible for the operator to know at all times just how many pieces and the number of feet of casing are on the reel.

is attached to the revolving arm to indicate each revolution of the wheel, so that the operator may know at any given time just how many feet of casing are on the reel.

The top of the reel consists of light pegs set on a five-foot circle. To the inside of the pegs is fastened a ¼-in. rubber band. This rubber band is slit at regular intervals. By placing the end of each casing in a slit, the operator can determine at any time the number of pieces on the reel.

The advantages of this device will be apparent to the one responsible for accuracy in measuring casings and counting the number of pieces in each bundle. The operator is relieved of the necessity of mental calculations or dependence on memory to obtain accurate results.

The reel was designed by Leonard DeMoss, Des Moines, Ia., and received the fifth prize of $50.00 in the 1928 Prize Idea Contest of the Institute of American Meat Packers.

1929 PRIZE IDEA CONTEST.

Announcement of the 1929 Awards for Ideas, conducted by the Institute of American Meat Packers, has just been made. The sum of $1,000 will be available for cash awards for the best practical operating ideas developed during the year.

The Institute of American Meat Packers has offered awards for ideas for the last five years. So many excellent and meritorious entries have been submitted, that it is considered highly desirable to hold a similar contest during 1929.

The project will be under the direction of the Department of Packinghouse Practice and Reseach, and the awards will be made by an impartial committee, of which H. P. Henschien of Henschien & McLaren is chairman. The prizes are financed from the Institute Plan fund.

Participants should send their entries to the Institute headquarters, 506 South Wabash Ave., Chicago, addressed for attention of the Department of Packinghouse Practice and Research.

General Subjects Suggested.

There are many problems to be solved in the industry. The committee feels that suggestions would be very welcome covering methods of speeding the chilling, freezing and curing of meats, development of closer control of cooking in dry rendering, a better system of handling hogs prior to bleeding and returning empty shackles.

Machines are needed for carcass dressing operations such as cattle skinning, splitting, washing and hot clothing, and hog shaving, heading, snatching and splitting. The present type of gambrels is not entirely satisfactory, and our present system of chilling oleo fats can be improved.

Packages and packaging is another field for investigation.

The division of the $1,000 which is available for these awards will be left to the discretion of the committee. The amount awarded to any one contestant will depend entirely upon the value of the idea entered.

Although the primary purpose of the

contest is to furnish additional incentive for increasing operating efficiency in the industry, an opportunity also is available for the participants to gain wide recognition and reward for effort and ingenuity.

Purposes of the Contest.

Widespread adaptation has followed the awarding of prizes in previous cotnests, of such entries as the Dunseth meat-cutting device, the Watson belly-skinning machine, the Harrington shortening texturator, the Shute mechanical beef washer, and the Englen trolley cleaner and sterilizer.

All ideas must be submitted not later than July 15, 1929. The rules follow:

Rules for the Contest.

The sum of $1,000 will be available for distribution in prizes.

1. Certificates of Merit from the Institute will be presented to all participants who do not receive an award but whose ideas commend themselves to the committee on awards.

2. Every participant must submit a brief, describing his idea or process fully, not later than July 15, 1929. The description should be full enough so that the judges will be able to grasp easily the operating details of the idea or invention. Sketches, photographs, or other matter illustrating the idea should accompany it. Corroborative evidence of practicability should also accompany the brief whenever possible.

3. The achievement may be anything which has to do with the operating departments of meat packing establishments.

(a) It may be an improvement in a manufacturing process, such as the curing of meats, the refining of lard, the slaughtering of hogs or the manufacture of sausage.

(b) It may be a labor-saving device in any operating department whereby the expense of one or more men is eliminated, or whereby production is increased with the same labor outlay, or anything else accomplished that effects a real saving.

(c) It may be the simple statement of an idea whereby the production of some packinghouse product may be handled in a better manner so as to increase its value or sale.

(d) It may be a process for improvement of the quality or desirability of any packinghouse product.

(e) It may be the arrangement and placing of equipment in a department to facilitate handling of product during processing.

4. Only employees of a member company of the Institute of American Meat Packers shall be eligible for awards. Such employees shall have been employed by that member company for not less than ninety days before submitting their briefs, and they must be employed by a member company at the time that the award shall be made.

5. Application of machinery already in use in other industries, but not previously applied to the meat packing industry, is permissible. Participants will find it easy to secure the cooperation of machinery manufacturers in developing such new uses for their machinery.

6. No machinery or equipment now in common use in meat packing plants will be eligible for entry, except where there is a suggestion for definite improvement in a process or in the operating methods. The idea or invention must have been originated since October 1, 1928, or must be an improvement on methods in use at that time.

7. The awards will be made by a competent committee, which will consider carefully every suggestion made and will make the most through investigation possible of all improvements or inventions brought to its attention which it deems worthy. Awards will be made at the next convention of the Institute. Members of the committee on awards and paid employees of the Institute are not eligible for awards. This committee shall decide all questions pertaining to this contest, and its decision shall be final.

8. This is the sixth of a series of awards for the advancement of the practical operations of the meat packing industry, and is a regular part of the Institute of American Meat Packers' program. Every participant should understand that failure to win the contest last year has not disqualified him for competition this year. In fact, it is expected that many whose ideas were not developed far enough to win last year may be able to improve the ideas for re-entry this year.

9. It should be fully understood that the Institute will not claim ownership of any idea by reason of its being entered for these awards. However, the Institute reserves the right to publish for the benefit of its members the ideas presented or abstracts thereof. These abstracts will be issued after awarding of prizes and Certificates of Merit.

Winners of 1928 Contest.

Winners of the 1928 awards were as follows:

To Edward Shute of Wilson & Co., New York, was awarded a prize of $300.00 for an entry of a spray equipment for automatically washing beef carcasses.

To Fred Englen of The Cudahy Packing Co., South Omaha, Neb., was awarded a prize of $200.00 for an entry of a trolley sterilizer and cleaner.

To R. G. Reynoldson of Oscar Mayer & Co., Madison, Wis., was awarded a prize of $150.00 for an entry of an attachment to cooler doors designed to open and close the doors.

To R. W. Ransom of John Morrell & Co., Sioux Falls, S. D., was awarded a prize of $100.00 for a special type of conveyor designed for handling any products capable of being suspended from a hook.

To Leonard DeMoss of the Iowa Packing Co., Des Moines, Ia., was awarded a prize of $50.00 for a reel designed for measuring the number of pieces and the number of feet of casings per bundle.

A special prize of $100.00 was awarded to Clarence Butz of C. E. Richard & Sons, Muscatine, Ia., for the idea presented in the best and most effective manner. His entry was a model of a specially designed box for boiling hams.

In addition to the cash prizes, Certificates of Merit were awarded to participants whose ideas were considered meritorious although not sufficiently so to be awarded a prize.

The special committee on awards for ideas includes H. P. Henschien, chairman, Henschien & McLaren; A. W. Cushman, Allied Packers, Inc.; George M. Foster, John Morrell & Co.; S. C. Frazee, Wilson & Co.; H. J. Koenig, Armour and Company; Donald Mackenzie, Swift & Company, and R. E. Yocum, The Cudahy Packing Co.

PACKER INSURES EMPLOYEES.

In appreciation of the loyalty and co-operation of its employes, the Shamokin Packing Company, of Shenandoah, Pa., has given $1,000 of group life insurance to each individual worker. A feature of the plan, which is being underwritten by the Metropolitan Life Insurance Co. of New York, is a total and permanent disability clause. This provides that any employee completely disabled before the age of 60 shall receive the full amount of his life insurance, with interest, in monthly installments. In conjunction with the visiting nurse service provided, a health advisory bureau regularly distributes pamphlets on disease prevention and health conservation.

FOOT AND MOUTH OUTBREAK.

Another outbreak of foot-and-mouth disease has appeared in southern California, about 8 miles from the point of the outbreak discovered near Whittier on January 18. The veterinary officials in charge of the eradication work are using the customary measures of slaughter and burial to stamp out the disease. Searching inspections have been made over an area of 100 square miles of surrounding territory.

In addition to the area included under the official state and federal quarantine now in force, premises in outlying districts are likewise under close observation. The movement of motor trucks and trailers used for handling livestock in the locality is under supervision, and these vehicles are being systematically cleaned and disinfected.

The Union Stockyards of Los Angeles likewise are under special veterinary inspection, and no shipments of feeder stock are being made from the yards.

SLAUGHTER IN LOS ANGELES.

Livestock slaughter in Los Angeles County, Calif., during 1928 was the largest on record. Each class of livestock showed a substantial increase over the previous year. More sheep were slaughtered in 1923, but with this exception 1928 was the high record year.

Cattle slaughter totaled 312,716, an increase of 2,331 over 1927 and compared with 112,837 in 1912, the first year for which figures are shown. Calf slaughter increased from 30,718 in 1912, to 153,525 in 1928; hogs, from only 146,806 in 1912 to 691,151 in 1928; and sheep, from 332,855 in the earlier year to 669,260 last year.

Effect on Beef Trade of Uniform Grading

Results Favor Government Grading System in Opinion of Market Expert Advantages to Packer and Retailer

For a long time it was difficult for many packers to believe that beef could be uniformly graded and the grade standards maintained.

Their past experience led them to believe that so many objections and difficulties would arise that grading would be a liability to them, instead of an asset.

Experience has shown the reverse, however. Those in close touch with the situation are of the opinion that grading has increased the beef business in houses practicing it extensively.

Of course, where packers have waited until they have had a call for graded beef, and then have submitted such carcasses for grading as they thought would meet the grade requirement, the results have been less satisfactory.

Goes Where He Can Get It

The retailer who wants graded beef is likely to go directly to the coolers where he knows graded beef is available for inspection. He prefers to do this rather than to wait for the packer to have certain carcasses graded to be sure they will come within the standard.

Therefore, packers who have seen fit to have all beef graded before it is offered to the trade have had a distinct advantage.

This, of course, is not always possible, especially in certain sections away from the larger packing centers—due to the fact that the machinery for grading is not available. Where this is the case, packers may be under something of a handicap when their beef must come in competition with graded carcasses.

Advantage to Retailer

Perhaps the greatest advantage of beef grading to the retailer is in his protection against competition of the unscrupulous dealer who features price without regard to quality.

The retailer handling graded beef need only point to the government stamp to show that his beef is actually what he sells it for, and to challenge his "price-without-quality" competitor to give the same guarantee.

Consumers are coming more and more to a recognition of quality, and they are better satisfied to pay a good price if they know they are getting quality than if they buy blindly. The grade stamp guarantees this.

A brief resume of some of the results of the government's beef grading experiment are enumerated in the following article by a government expert who has been active in the establishment of government grades and in the inauguration of the grading service.

Some Things Government's Beef-Grading Experiment Has Shown

By Walter C. Davis, U. S. Bureau of Agricultural Economics.

Now that all experimental stages in beef grading and stamping have passed, and its practical application to the needs of the industry in general has been accepted, it may be worth while to review briefly some outstanding advantages.

At the outset there was considerable skepticism as to results. Many—probably a majority of experienced meat men—were sincere in their oft-repeated statements that "uniform beef grading is impossible." Such statements as "It just can't be done!" were heard on all sides.

W. C. DAVIS.

It required constant and painstaking effort over a period of fourteen months on the part of the government's representatives to change "outstanding skepticism" into "practical reality," with the result that the most vigorous one-time opponents are now the staunchest supporters.

Public Will Pay for Quality.

From the standpoint of consumers, the grading and stamping service has shown that the public generally is willing to pay for quality when it has a definite guarantee of quality. The grade stamp on the beef provides this assurance.

From the standpoint of retail meat dealers handling graded and stamped beef, they no longer fear the unscrupulous. False and misleading advertising are no longer "bugaboos" to them. The grade stamp on the beef protects them against the retailer who stresses "price" without regard to quality.

It has demonstrated very forcefully that permanency and continuity in business are dependent largely upon quality of product handled. To this end the grade stamp on beef is an asset of no mean importance to the industry at large.

Despite its limitations, beef grading and stamping have shown a steady growth, and their importance from a marketing standpoint should not be overlooked.

Grading in Advance of Orders.

From the beginning many packers offered all carcasses for grading which in their opinion would meet the grade requirements. As grading progressed, this practice on their part has been continued with the result that beef business in these plants has been greatly stimulated.

The plan of grading in advance of orders from retailers has its advantages. Retailers generally prefer to make their own selections. This has always been so.

A particular type of carcass may appeal to one retailer and yet not be satisfactory to some other retailer handling exactly the same quality or grade.

(Continued on page 49.)

TRADE GLEANINGS

The United Butchers Packing Co., Chicago, has voted an increase in stock from $100,000 to $200,000.

The Standard Fertilizer Co. has been incorporated at Greensburg, Ind., with capital stock of $10,000, to operate in rendering and fertilizer materials.

An expeller cotton oil mill is being erected at Hidalgo, Tex., by Marvin Evans of Pharr, Tex., and will be known as the Hidalgo Gin & Oil Co.

The Premier Fertilizer Co., Dunn, N. C., was incorporated recently with capital stock of $100,000 to manufacture and deal in commercial fertilizers, cottonseed oil, etc.

The Home Service Meat Market, Portland, Ore., manufacturers and dealers in sausage, meats, etc., is making additions to its properties at 678 West Lombard St., to include a new smokehouse and additional storage space.

The Searsport, Me., plant of the Armour Fertilizer Works, which was destroyed by fire on December 30, will be rebuilt in the near future. Temporary buildings have been erected for carrying on shipping of fertilizer still on hand.

In connection with its branch house at Medford, Ore., Swift & Company have purchased a building there to be used as a distributive center for meats and dairy products from the Rogue River district. E. E. Campbell will be in charge.

Armour and Company have leased the stockyards of the Chicago, Burlington & Quincy railroad at Quincy, Ill., and are improving the yards for development as a livestock concentration point. New scales and loading chutes are being installed.

A pool of livestock interests in Saskatchewan, Canada, is considering the establishment of a meat packing plant in that province, according to reports to the U. S. Department of Commerce. The pool is said to control a large part of the livestock of Saskatchewan, Alberta and Manitoba.

C. S. La Forge, a well-known renderer of the Middle West, has disposed of his rendering interests at Cedar Rapids, Ia., and has formed the Creston Rendering Co. at Creston, Ia. A dry rendering system has been installed in the new plant, recently completed, and is giving efficient service.

The Vermont Packing Co., North Walpole, Vt., which has been operated under a receivership for some months, has been granted permission to reorganize under the name of the Vermont Packing House, Inc. Boston and New York interests, it is understood, are forming the new corporation, with capital of $100,000, exchanging one and one-half shares of new stock for each share of the old.

NEW ENGLAND SAUSAGE MAKERS.

The fifth annual banquet of the Sausage Manufacturers Association of New England was held on Wednesday evening, Feb. 6, at the Elks hotel, Boston. F. Allen Burt, assistant professor of advertising at Boston University, was the principal speaker.

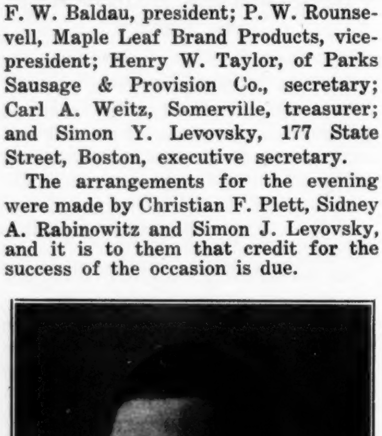
Mr. Burt is also advertising manager of the Samuel Ward Manufacturing Co., Boston, vice-president of the Wells Advertising Agency, and sales promotion director of the Consolidated Electric Lamp Co. He took for his subject "Modern Trends in Advertising" and its relation to the manufacturer and to cooperative publicity for trade associations.

Henry Tappan, of the United Grocers, Inc., Boston, spoke of the cooperation necessary between the manufacturer and the retail dealer. He outlined briefly what his organization was doing in that line. Sidney Rabinowitz, of the Colonial Provision Co., gave some selected poetry, reading from Edgar Guest on "Teamwork."

President Christian F. Plett acted as toastmaster for the evening. In his remarks he stressed the growth of the association during the five years of its existence. Mr. Plett stated that he would like to see the association gain both in numbers and in constructive policies in the next few years.

Officers of the association for the coming year are: Christian F. Plett, of F. W. Baldau, president; P. W. Rounsevell, Maple Leaf Brand Products, vice-president; Henry W. Taylor, of Parks Sausage & Provision Co., secretary; Carl A. Weitz, Somerville, treasurer; and Simon Y. Levovsky, 177 State Street, Boston, executive secretary.

The arrangements for the evening were made by Christian F. Plett, Sidney A. Rabinowitz and Simon J. Levovsky, and it is to them that credit for the success of the occasion is due.



CHRISTIAN F. PLETT.
President Sausage Manufacturers Association of New England.

SWIFT TALKS FOR PACKERS.

Business men of Chicago were given an intimate picture of the meat packing industry on January 20, when Harold H. Swift, vice president of Swift & Company, addressed the Chicago Association of Commerce at the first of a series of noonday luncheons featuring leading industries of Chicago, held at the Hotel LaSalle.

In his address Mr. Swift made special reference to and explained in considerable detail six major factors influencing packinghouse operation, and over which the packer has little or no control. These were as follows:

Prices dictated by supply and demand and a raw material source dependent on the supplies of meat animals arriving at the central markets from day to day.

A production capacity as a result of war demands greatly in excess of present needs.

The fact that the packer dissembles his raw material instead of assembling it, as other manufacturers do, and that it is very difficult, if not impossible, to determine costs on the individual items produced.

The industry is in reality a series of industries producing widely varying products, some of which are sold to other manufacturers, who place their finished products in competition with those of the packers.

The perishability of the product and the necessity of disposing of it promptly, regardless of the prices prevailing.

The fact that, in the case of the large packers particularly, the number of animals bought is not dictated by the number he might desire, but by the number offered.

Among the problems facing the industry, Mr. Swift said, is that of working out a more orderly and more economical method of distributing meats and by-products. Some progress has been made along this line, and the speaker was hopeful that further advancement would be made.

He also predicted that a comparatively high general level of meat prices would continue for another two years. Stocks of cattle were permitted to decline because of low prices, he said, and it will take many months to again accumulate an adequate supply.

The price range at present for livestock and by-products, he said further, is unsatisfactory for both the producer and the packer, but he predicted this condition would be corrected soon.

In closing, Mr. Swift called attention to the fact that, despite the handicaps under which the industry has been forced to labor, it is in a more stable condition now than ever before.

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OTTO V. SCHRENK, *President.*
PAUL I. ALDRICH, *Vice-President.*
OSCAR H. CILLIS, *Sec. and Treas.*

PAUL I. ALDRICH, *Editor and Manager*

GENERAL OFFICES.

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The Consumer and Beef

There seems little real reason for the beef trade slump that has existed for some time past.

Everyone knows beef is higher than in a number of years. What everyone does not know is that the price of beef is not prohibitive, that there is beef enough to go round, and that there is no real reason for the drop in consumer demand.

Beef is suffering from a state of mind on the part of the consumer, more than from any other real trouble.

The consumer has learned to pay more for both his luxuries and his necessities. The trouble is that he did not learn that beef costs more at the same time he learned this regarding his theater tickets, the upkeep of his automobile, his street car rides and most of his food products.

Beef did not take the price hurdle when most other commodities climbed high, and it was accepted as a cheap food. Now that it has taken its place in the price level maintained by practically everything else the consumer buys, immediately an unwarranted barrier is raised against it.

The livestock and meat industry is in no small sense responsible for this. It has talked cattle shortage and higher prices. It has agreed with the consumer that beef is "very high."

Suppose—when the housewife complained to her retailer that he was charging her more for meat—that he replied:

"Yes, you are paying more for beef, but did you ever realize that, even at the higher price, your beef is not costing you as much as many of your other foods? When you consider the palatability and nutritive value you and your family get out of beef, it really is not an expensive food."

Wouldn't that have more of a tendency to improve consumer psychology, and to sell more beef, than if he said:

"Yes, beef's high and it's going to go higher. There's no help for it, because there is a cattle shortage in the country, and it's going to continue for a long time. You've got to pay for beef if you want to eat it."

Public opinion is a powerful influence. It would seem that a great deal has been done to mould public opinion to the idea that beef has reached prohibitive price levels, when as a matter of fact it has attained no higher level than has practically everything else the consumer finds himself in position to buy as a result of the higher wage and salary scale he enjoys.

Why not start right away developing a new consumer psychology on beef? It might take a while to do it, and it would require the combined efforts of producer, packer and retailer.

The Beef Price Situation

Beef steers sold on the hoof at Chicago during the week ended February 16 at an average price of $11.54, compared with $13.09 a year ago.

The greatest difference was in the price of choice and prime steers, which averaged $13.66 compared with $16.29 a year ago, while good steers averaged $12.35 compared with $14.04, and medium steers sold for $11.12 compared with $12.48 in 1928.

Congested conditions have prevailed in the beef trade. So clogged were the channels of trade a week ago that slaughterers asked that shipments of cattle to market be materially reduced, as they saw no way to handle the beef.

While cattle prices have declined considerably, not all of this decline could be passed on to the retailer in the wholesale price of beef, because of the depressed condition in the by-products market.

The two principal by-products of beef —hides and fat—are in a demoralized price situation. Hides are bringing $5 to $8 less than they were a year ago.

In a measure the same price depression prevails in beef fats. Edible tallow and oleo oil are going to the soap kettles because of the low price and curtailed outlet through edible channels.

It can readily be seen that more of the cost of the live animal must be carried by the beef than when hides and fats bring good prices.

The retail price of beef, therefore, cannot reflect the full decline in cattle prices. It should, however, reflect every price fluctuation that takes place, and this can readily be done, because practically all retailers are buying their meats on a "hand-to-mouth" basis.

Practical Points for the Trade

Smoked Liver Sausage

An Eastern provision dealer asks for instructions in the manufacture of Braunschweiger liver sausage, similar to that produced at Western centers. He says:

Editor The National Provisioner:

My company manufactures a smoked liver sausage, but it is not like that shipped here by Western producers. We want our sausage to have the smoky taste and the sweet tasty flavor this Western sausage has. Can you help us?

Following are directions for the manufacture of Braunschweiger or smoked liver sausage which, it is believed, will produce the product this inquirer wants to manufacture:

Meats:

- 35 lbs. fresh hog livers (do not scald)
- 35 lbs. regular pork trimmings (fat)
- 30 lbs. lean pork trimmings

Seasoning:

- 2¼ lbs. salt
- 6 oz. white pepper ground fine
- 2 oz. sweet marjoram finely ground
- 1 oz. nutmeg
- 5 lbs. onions

Or the equivalent in liquid seasoning.

Cut the large blood veins out of the livers and slash several times with the knife. Then put them in ice water to chill and leach the surplus blood out. Run the raw pork trimmings through the ⅛-in. plate of the grinder.

Put the onions through the ⅛-in. grinder ahead of the pork trimmings, and follow with a small amount of trimmings to clear the grinder.

Many sausage makers do not consider it good practice to add raw onions to liver sausage, especially in mild weather. They run them through the grinder, fry them in fat and then add. Or the onions may be put through the grinder, part of the 2¼ lbs. of salt mixed with them, and the juice pressed out, adding the juice only.

Put the livers into the silent cutter and chop 4 or 5 turns of the bowl, then add pork trimmings, salt, onions and spices, and chop fine.

Stuff in No. 1 hog bung casings, cut 26 in. long and put in boiling water. Turn the steam off and allow the temperature to reduce to 180 degs. F. Cook for 2 to 2½ hours or until the sausage has floated for 15 to 20 minutes.

Then put in ice water until the product is thoroughly chilled through and the meat has set. Hang up to drip, then dip momentarily into boiling hot color water. Hang up to dry the surface of the sausage, then give it a cool smoke.

Goose liver sausage or French liver sausage is the same as Braunschweiger, with the addition of 5 lbs. solid fat cut in small cubes, and 5 lbs. cured and cooked beef tongue cut in small cubes. Pistachio nuts, cut or chopped, are also added.

Quick Curing D. S. Bacon

A Southern provision dealer wants to "force cure" D. S. bacon bellies. He says:

Editor The National Provisioner:

Can you tell me how D. S. bellies should be pumped to force the cure?

The cure on dry salt bacon bellies may be hastened by pumping. This should be done as follows:

For 14/20 lb. average, give one stroke in the shoulder, one stroke in the rib and one stroke in the skirt, each stroke to throw 2 oz. of pickle.

For 20/35 lb. average bellies, give 2 strokes in the shoulder, one stroke in the rib and one stroke in the skirt.

When bellies have been pumped, they may be smoked after being in cure one day to the pound. This is a saving of a half a day to the pound in time in cure, as bellies not pumped should remain 1½ days to the pound.

Do you use this page to get your questions answered?

Gelatine Discoloration

When gelatine made from calf bones shows discoloration, it is generally due to the presence of some meat along with the raw product. A foreign subscriber writes as follows regarding the difficulty he is experiencing:

Editor The National Provisioner:

In our plant we bone out a quantity of young calves and make gelatine from the bones. We use jacketed kettles with closed steam coils for boiling the bones, generally following what has ben laid down in some articles appearing in THE NATIONAL PROVISIONER, and also by some textbooks on the subpect.

We installed a steam-heated roller for finishing the product. The gelatine turned out satisfactorily, except that there were traces of meat extract in it. We knew that some meat was adhering to the bones in one batch we cooked, so we put men to work cleaning the bones, with the result that the finished gelatine was much improved. We have now installed a bone-washing plant to get the meat off the bones after they have been slightly boiled.

We would like to find out how we may eliminate any remaining meat extract from the liquid gelatine before it goes to the rolls.

In the manufacture of gelatine this inquirer is having difficulty eliminating final traces of meat extract which have a tendency to color the product.

It would seem that this condition should be corrected by prevention rather than by cure.

If the bones used for the manufacture of the gelatine are clean and free from adhering meat tissue, then there is no chance for the meat extract to creep in, unless possibly it would be from the bone marrow. The first step is to insure that the bones are free from meat.

As stated, there is some possibility of gelatine from bones to crush the every case the bone marrow should be exposed by a saw cut. This exposure also aids the cooking water in the extraction of grease and marrow.

It is customary in the manufacture of gelatin from bones to crush the bones and extract the crushed bones with gasoline to remove any remaining fats. If traces of fat are left in the gelatine water, the finished gelatine will be cloudy.

The crushed bone often is made into what is called "ossein" before treatment for gelatine. The material is treated with dilute muriatic acid to remove the mineral matter or calcium phosphate. After the inorganic material has been dissolved, the bones are thoroughly soaked in water to remove the acid. The finished product, when dried, constitutes commercial "ossein."

This is said to make a more satisfactory gelatine than direct treatment of the bones.

Shortening and Pie Crust

What does the shortening used in pie crust have to do with the color of that crust?

This is a question the Armour Research Bakery asked itself, and set out to find the answer.

The search was made by means of a series of baking experiments, which proved conclusively that the character or type of shortening used in the making of pies "has absolutely no influence on the color of the pie crust."

Color is essentially a factor of the temperature and time of baking, and of the wash sometimes used on the crust.

In judging pies made and tested in this experiment, the judges also passed upon the flavor, and "almost unanimously preferred the pies made with lard as shortening, although they only knew the pies by number in passing their judgment upon them."

Tests With Various Shortenings.

Various pie doughs were prepared in the research bakery, which is a part of the Armour research laboratories at Chicago. The same general formula was used for all pies, but a different shortening was selected for each. The method of treatment in the making of the pies was identical.

After baking, some of the pies were held at room temperatures (about 80, degs. F.) light and dry. Others were held in a cool, dark, damp place (56 degs. F.), and the third lot was held in a warm, dark, dry place (94 degs. F.).

From an examination of the pies the morning after baking, the chemists and bakers concluded that no perceptible change had occurred in the color of any of the pies.

However, not being content with leaving the experiment at this stage, and wishing to subject the product to the severest commercial conditions, the pies were held another 12 hours. After this time the same group of judges examined them, but they could perceive no change from the conditions noted on the previous day.

On the morning of the second day after baking, i. e., after 36 hours had elapsed, the pies were again inspected. They were found unchanged in color, although they had lost a little of the gloss characteristic of freshly-baked pies, a natural condition. During the evening of the second day and the morning of the third day after baking, similar examinations and tests were made by the same judges; but even after sixty hours from the time of baking, the pies were all found to be in good condition and no difference in color could be noted.

To verify the result of this experiment and to show that it did not result from any accidental condition, further experiments were carried out under the same careful conditions of control, and exactly the same result was obtained in each case.

No Influence on Crust Color.

These experiments prove conclusively that the character or type of shortening used in the making of pies has absolutely no influence on the color of the pie crust.

It is worthy of note that in making their examinations of the pies and pie crusts, the judges also passed upon the flavor of the various pies and almost unanimously preferred the pies made with lard as shortening, although they only knew the pies by number in passing their judgment upon them.

The results of these carefully controlled experiments should be of much interest, not only to lard manufacturers but to salesmen handling the product, especially where sharp competition is developed as a result of the claims made for other types of shortening.

This is the type of experiment that will ultimately give lard its rightful place among shortening and cooking fats, and enable a fuller utilization of the superior flavor this product imparts to bakery goods in which it is used.

PACKINGHOUSE ACCOUNTING.

Announcement of the publishing of a book on "Packinghouse Accounting" by the University of Chicago Press was recently made to its members by the Institute of American Meat Packers in an Institute bulletin. Concerning the book the bulletin states:

"The Committee on Accounting of the Institute, of which Mr. G. M. Pelton is Chairman, has now completed preparation of its book on "Packinghouse Accounting." This publication is the result of a long period of study of this complex subject. It is edited by Mr. Howard C. Greer, Director of the Institute's Department of Organization and Accounting, and presents the views of many of the foremost accountants in the industry as to the proper basis for cost, departmental, and general accounting for packing companies of all types.

"This book has been developed in line with the purpose of the Institute Plan—as proposed by Mr. Thomas E. Wilson—to build a literature of the industry. It is one of a number of volumes on various subjects, some published and some still to be published. It will be used in connection with the courses of the Institute of Meat Packing, which is conducted by The University of Chicago and the Institute of American Meat Packers in co-operation, and which offers both residence and correspondence courses specially for men in this industry.

"Although the manual is reasonably explicit as to procedure—particularly in respect to cost figuring and departmentization—it is not a dissertion on bookkeeing, but rather a presentation of the principles which govern the keeping of packinghouse accounts and the uses to which accounting information may be put by the managerial staff. Its contents will be of interest to executives, present and prospective, as well as to those actually engaged in technical accounting work. . . ."

Copies of the book are available at the University of Chicago Press at a price of $4.00 per copy.

HONOR FOR MISS CARLSON.

Miss Gudrun Carlson, former Director of the Department of Home Economics of the Institute of American Meat Packers, was elected an honorary member of the American Home Economics Association shortly before she sailed on February 13 for Oslo, Norway, where she will take up her new duties as United States Trade Commissioner to the Scandinavian countries. Inasmuch as Miss Carlson is no longer directly associated with home economics as a profession, her election is unusually significant. She is the first person to be so elected.

Financial Notes

News Notes and Practical Pointers on the Money Side.

INCOME TAX PROBLEMS.

For income tax purposes, what depreciation can be taken on permanent fixtures installed in a rented building? Also, how would personal property and real estate taxes be handled?

A manufacturer of meat specialties writes as follows regarding his tax problems:

Editor The National Provisioner:

During 1928 we leased a building which was formerly a garage, for ten years. Our contract on remodeling this into a sausage factory was $1,950. We had the ice boxes built in the building at a cost of $3,000. The electric wiring and work amounted to $800, besides other expenditures that belong to the building.

Viewed from the standpoint of personal property tax, real estate tax and income tax, what ought these items be charged to? And what depreciation are we entitled to?

If for any reason we should move before the lease expired, and not sell to another sausage factory, these items are not movable and would be a loss that year and would come off the one year's income tax report.

For income tax purposes, the building improvements should be spread over the life of the lease in equal installments.

From the figures cited it would appear that the cost of the improvements put upon this building for use as a sausage factory totaled $5,750.00. One-tenth, or $575.00, should be charged up to each year's operations.

No real estate tax would accrue to the lessee. On the other hand, the lessor should account for the improvements made on his property, provided they have any worth at the end of the 10-year period.

The lessee need not account for these improvements on his personal property tax return. They are improvements on real estate and may not be removed by the lessee, and title passes to the lessor when they are completed.

Consequently, the lessee has no title to them and is responsible for neither personal property nor real estate taxes because of them.

GOBEL SHOWS RECORD GROWTH.

Sales of $21,244,819 for the year ended December 31, 1928, are reported by Adolf Gobel, Inc. The net profit from manufacturing and trading operations was $825,744. After taxes and other deductions the net profit for the year available for dividends was $563,331, compared with $408,465 in 1927.

Current assets of the company at the close of the year were listed at $3,020,402 and current liabilities totaled $1,760,857. Of the current assets, $264,210 was cash, $1,102,367 accounts receivable, and $1,552,154 inventory.

In his report to the stockholders President Frank M. Firor said in part:

"It should be borne in mind that the net profits as reported are not a true measure of the annual earning power of all the units, since the earnings shown include the parent organization's pro rata share of earnings of the acquired companies only from and after the date of their acquisition.

"The financial position of your company at the close of the year is satisfactory considering the fact that a substantial part of the acquisitions of interest in subsidiary companies was made from the cash funds of the company."

An authoritative statement concerning the arrangement between Adolf Gobel, Inc., and Jacob E. Decker & Sons Co., Mason City, Iowa, packers, will be made in the near future.

MORRELL QUARTERLY DIVIDEND.

An initial quarterly dividend of 90c a share has been declared by John Morrell and Company, Waterloo, Ia., payable March 15 to stockholders of record February 28. This places the capital stock of the company on a $3.60 annual basis. It is reported that the volume of business and profits of the company during the last quarter of 1928 ran ahead of those of the same period the year before.

HORMEL'S QUARTERLY EARNINGS.

Net earnings of Geo. A. Hormel & Co. for the first quarter of the new fiscal year totaled $793,757, equal after preferred dividends to $1.82 a share on the common stock.

PACKER STOCK QUOTATIONS.

The price ranges of the listed stocks of packers, leather companies, chain store and food manufacturers on February 20, 1929, or nearest previous date, together with the number of shares dealt in during the week and the closing prices on February 13, or nearest previous day, were as follows:

	Sales. Wk. ended Feb. 20.	High. —Feb.20.—	Low.	Close. Feb. 20.	Feb. 13.
Allied Pack. ..	1,010	1⅛	1	1⅛	1
Do Pr. Pfd...	100	10	10	10	9⅞
Do Sr. Pfd...	100	2⅝	2⅝	2⅝	2⅝
Amal. Leath...	460	8½	8½	8½	9
Am. Hide & L..	976	33⅞	33⅛	33⅞	32
Armour A.	31,600	15⅝	15⅛	15⅝	16⅜
Do B.	31,300	8¼	8	8¼	8½
Do Pfd.	1,400	83	83	83	83
Do. Del. Pfd.	700	92½	92½	92½	.....
Barnett Leath..	1,600	22½	22½	22½	23½
Beechnut Pk....	2,960	89	89	89	91
Cudahy Pk. ...	8,700	59¾	59	59	61
First Nat. Sts..	52,600	71¼	67⅝	70½	66
Gobel, Inc.	23,900	57¼	56	56⅞	59¼
Hygrade	1,600	40½	40½	40½	41½
Hormel, G. A..	1,600	50½	50½	50½	55
Jewel Tea	3,400	150	149½	149½	155½
Kroger Groc...	40,100	107¾	105	106¼	108
Libby McNeill..	6,800	13	12½	12⅝	13⅝
Miller & H. Pfd.	1,200	48½	48⅜	48½	49½
Morrell, John .	13,350	65	64¼	65	63
Nat. Leath. ...	1,850	4¼	4¼	4¼	4¼
National Tea .	200	339	323	339	340
Safeway Strs...	12,600	166¾	163¼	166	170
Do Pfd.	300	102½	102½	102½	104¾
Swift & Co.....	2,000	135	134½	135	135
Swift Int.	4,150	37	35	36½	34¼
Trunz Pk. Sts..	200	56½	56½	56½	59¼
U. S. Leather.	6,400	26½	26¼	26¼	28½
Do A	4,100	51⅞	51⅞	51⅞	54
Do Pfd.	600	101½	101½	101½	105¼
Wesson Oil ...	4,700	99⅝	99⅛	99⅝	108½
Wilson & Co...	2,400	12	12	12	11⅞
Do A	3,500	24	24	24	24⅝
Do Pfd.	3,700	73¼	71¾	72¾	72

Chain Meat Stores

News and Views in This New Field of Meat Distribution.

CHAIN STORE NOTES.

During 1928 the American Stores Co. added approximately 425 stores to their chain, of which 324 were acquired by outright purchase from other chains. The expansion which took place during the past year was the largest in the history of the company.

Piggly Wiggly is reported to be extending its operations across the Pacific. Seven stores have been opened in Honolulu, and stores soon will be opened in Australia. This company has also opened two stores in Alaska within the past six months. Average sales per store per month are said to be over $7,000, compared with sales of $2,500 in a number of other grocery chains.

Plans for a chain of retail grocery stores recently announced by Park & Tilford have been abandoned following a survey made of the grocery field. This company is of the opinion that the addition of high class luncheonettes to its present chain of stores would be more advisable.

The Great Atlantic and Pacific Tea Co. will utilize its Syracuse warehouse for a central distributing point for the 250 stores now located in central New York. The addition of 100 more stores in this section is contemplated and other stores will be added until the total reaches 500. This company's policy of operating combination grocery, meat market and produce stores will be extended to the central New York territory.

A group of 413 chain grocery stores in the Pacific Northwest have been combined under the name of Mac-Marr Stores, Inc. Under this new name will be included 88 Marr stores in Seattle and Spokane, Wash., 70 Piggly Wiggly stores in Spokane, 20 MacLean stores in Tacoma, 35 Stone stores whose headquarters are in Portland, Ore., and 65 Thrift, 37 Eagle and 98 Twentieth Century stores in Portland and other Oregon cities.

The fourth consecutive annual stock dividend will be paid by the Kroger Grocery & Baking Co. on April 1, to stockholders of record March 10. This will be a 5 per cent dividend in common stock.

Announcement has been made of the formation of a national chain of delicatessen shops by the Epicures Food Stores Corp. The chain will acquire 44 stores in greater New York as the nucleus of its organization.

The right to subscribe for 9,250 additional shares of no-par common stock at $75, in the ratio of one share for each 10 shares held, has been offered by H. C. Bohack Co. to common stockholders of record January 6, 1929. It is stated that the funds are to be used for expansion.

Do you want to help your retail customers improve their bookkeeping methods? Write THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

A Page for the Packer Salesman

The Salesman's Problems

Theory and Practice in Selling Packinghouse Products

By T. R. Bradley.

[EDITOR'S NOTE—At the request of THE NATIONAL PROVISIONER Mr. Bradley, a packinghouse salesman and sales manager of long experience, prepared a discussion of the problems of the packinghouse salesman.

The first installment discussed the relative position of the packer salesman in the industry and the need for training. The second dwelt on the need for packer salesmen, and the difference between salesmen and "order takers." The third was on the making of salesmen and what is needed to be able to make sales. The fourth told how to get sales results, and the fifth how to hold the customer's interest after getting it. The sixth article discussed how to make sales talks easily understood. Convincing sales talks was the subject of the seventh, and the all-important matter of "closing" a sale was the subject of the eighth.

In this article Mr. Bradley discusses how to overcome sales resistance.]

Persuasion and Inducement as a Means of Meeting Sales Resistance.

Persuasion alone is ineffective, but it helps when used as a follow-up of the selling argument and proof. Uusually the best persuasion is that which creates a get-together feeling, as, "Come on, Bill, let's put some of our meats in here and show these other fellows how to sell stuff."

This kind of an appeal furnishes the dynamic force that is necessary to get some prospects started.

A salesman should not try to persuade by adopting an injured attitude. This is not good salesmanship and usually reacts unfavorably in the mind of the prospect.

He can persuade without becoming servile if he is tactful. There is a distinct difference between logical persuation and the tactless method of begging for an order.

Clever Salesman Has Ideas.

Special inducements are very often necessary to clinch the order. All sales arguments offer more or less inducements, such as price, quality, consumer demand, etc.

Special inducements are the unusual ideas or plans suggested by the salesman which will help the prospect sell the products after he buys them. It is the clever, "live-wire" salesman that originates these plans—these trade suggestions—while his competitors wonder how and why he gets so much business.

This part of the selling program might be appropriately termed, "getting the jump on the other fellow."

These inducements are made available through prearranged plans on the part of the salesman, cooperating, of course, with his firm. Some of the following are well worth considering:

Dealer Appreciates Service.

Trial Order with Guarantee of Sale.—This inducement should only be offered when the salesman is absolutely sure the customer will have no difficulty in selling the product. The size of such an order should be consistent with the trade demand, and should never apply to fresh meats or other highly perishable products.

Special Favors in the Matter of Service.—The dealer appreciates anything that is done for him as an accommodation. He likes to deal with a house that will sometimes "go out of its way" to render a special service. Delivering his order ahead of schedule when he is out of product; giving a certain item special attention; and other favors—these are the things, small but of great consequence, that help to build up prestige and secure an established trade.

Neat Window Displays Installed by the Salesman.—Such displays not only give the salesman an opportunity to give his firm and its products some very good advertising, but they also help the dealer to sell more of the salesman's goods.

The fact that the salesman is willing to take the time and go to the trouble of arranging a window, stimulates a friendly feeling on the part of the prospect and increases the salesman's prestige with him.

They both have a common interest in the window display. Naturally they are brought closer together, and thus the sales resistance is reduced very materially.

Demonstrations Boost Sales.

Saturday Demonstrations. — Packer salesmen generally do not like to work all day Saturday, and I am heartily in accord with them in this. However, it must be remembered that the dealer, whom the salesman depends upon for his business, usually works overtime on Saturday, and he naturally envies the man who can take his Saturday afternoons off.

The salesman, who is not afraid of a little overtime work, has a splendid chance to "make good" with the dealer by offering his services for a Saturday demonstration.

Such arrangements with dealers are usually the means of securing good-sized orders for the product to be demonstrated. Besides creating good will between the salesman and dealer, the demonstration offers the salesman an opportunity to talk up his products to the consumers and thus help create greater demand for them.

Salesmen Can Do More Than Sell.

Original Selling Ideas Help Dealer Increase Sales.—Any ideas the salesman can give to his customers to help them get more business are inducements of the highest order. The buying policy of the average dealer might be summarized in a slogan: Show them the road and they will follow. Show them the usefulness of the product—how they can sell it to their advantage, financially—and they will buy.

It should be remembered that the salesman's success depends to a large extent upon the success of the merchants he is selling. Anything he can do to help them increase their sales will be reflected in his business in the way of larger orders and increased prestige which is the best kind of security for future business.

Therefore, a vital part of the salesman's work is to assist his customers in their problems. He is not only a good salesman, he is an advertising man as well—a man of sound business judgment, whose ideas are respected and whose advice in business matters is being continually solicited by his customers.

In his next article Mr. Bradley will discuss "Meeting Objections."

DO YOU KNOW LARD?

A packer salesman wants to know something about the lard he sells. He says:

Editor The National Provisioner:

I am a subscriber to your magazine and would appreciate it if you would let me know from what and by what method the various grades of lard are obtained by the packer.

Kettle-rendered lard is lard cooked in an open kettle, which is usually steam jacketed. It is the same kind of lard that was made in the early days in the open kettle hung over the fire.

Originally, leaf fat was used almost exclusively for the manufacture of kettle rendered lard. Then back fat was added. Now some packers use all of their fats in the manufacture of open-kettle rendered lard.

Prime steam lard is the kind of lard that is usually delivered to the Board of Trade. It is made by cooking the fats in a steel tank in which steam under 40 lbs. pressure is injected. Prime steam lard may be made of any of the fatty portions of the hog that are regarded as edible.

Refined lard is the product of further processing prime steam lard. By this processing moisture and impurities are removed from the lard, the acidity is reduced and the color improved.

HOW ARE HOGS CUTTING?

(Continued from page 22.)

The total of these charges (excepting freight) is from ⅜ to ½c per pound; so that if the bid price on Green Hams, 14/16 average, f.o.b. Chicago, was 17½c, the net value of the product at the time of cutting would be from 17 to 17⅛c.

The proper deduction should be determined by each packer by test.

Pricing Other Goods—As a rule there is no current green carload market price on Dry Salt Bellies, Fat Backs, Plates and Jowls. To arrive at the green value of these products, the freight to Chicago (if a Western plant) the curing expense, including shrinkage in cure, must be deducted from the current carload bid price on the CURED product, f.o.b. Chicago.

The curing expense, including shrinkage, will vary from 1¼ to 1½c per pound, depending upon the volume handled through the cellars.

Lard is priced at the current net carload bid price, less rendering expense, and less brokerage or selling expense, and freight to Chicago (if a Western plant). In case of Eastern plants freight from Chicago should be added to f.o.b. Chicago price.

SUMMER AND FALL PRICE.

While these are the general rules for pricing the daily cut-out value of hogs, it is unsafe to price on this basis during the late summer and early fall months on product going into cure, which would almost invariably come out of cure on lower markets.

At such periods the current market must necessarily be discounted, otherwise heavy losses will inevitably be sustained when the product is ready for shipment.

YIELD PERCENTAGES.

Yields shown on the test are AVERAGE yields.

During the spring and summer months, however, a liberal proportion of green or unfinished hogs are received by most packers. These hogs will yield probably two to three per cent less than well-finished hogs.

Each packer must take into consideration this decrease in yield when he sees that he is encountering it.

The same applies to early fall hogs, or hogs fed on new corn.

EDIBLE KILLING OFFAL.

This includes Heart, Liver, Stomach, Kidneys, Weasand Meat, Giblet Meat, Tongue, Snouts, Cheek Meat, Brains and Ears.

The value of this product per cwt. of live hogs must be obtained periodically, by weighing the total production of these products in a day's kill, pricing them at the net market value, and then dividing by the live weight of hogs from which obtained.

This will give the proper credit per cwt. alive to go in the amount column.

This credit should be rechecked at least once every two weeks.

INEDIBLE KILLING OFFAL.

This caption includes Casings, Greases, Dry Tankage and Hair. The value of these products per cwt. is obtained by dividing the net value of the production over a given period by the live weight of the hogs from which they were produced. This credit should be rechecked at least once a month.

HOG COST PER CWT. ALIVE.

In case the hogs are bought in outside markets, freight, bedding and buying charges must be added. No penalty is to be added for shrinkage, however, because it is presumed that the live weight upon which the hogs were bought is used in figuring them.

EXPENSES.

This caption includes all operating costs incurred by the Hog Department, including buying, driving, direct and indirect labor incident to the hogs, and proper charges for refrigeration, power, repairs, and factory ovehead.

Selling expenses and general administrative expenses are not included, since they constitute a deduction from the selling price.

It is of the utmost importance that these operating charges be closely watched and adjusted at the beginning of every period, so as to conform as closely as possible to actual performance, taking into consideration during each period the change in volume.

The most feasible plan is to determine as closely as possible, on the basis of past experience, *the current cost per cwt.* taking into consideration the *estimated kill for the current period,* rather than to apply the expense figures of the previous period to the present period, which may have a totally different volume.

ARE HOGS GETTING TOO HIGH?

Some branches of the trade feel that hogs are getting too high. This is evidenced by the following comment on the situation made by a leading Chicago packer within the week. He says:

Editor THE NATIONAL PROVISIONER:

The price of hogs at present levels is open for discussion, and it's anybody's opinion as to what the future will bring forth.

If some of the smaller packers, as well as the shippers, would stop and realize the condition of the provision stocks in a comparative way with last year, and the situation from the standpoint of cold storage warehouses, which are bulging to the doors with product—a great many of them unable to take in anything more that has been purchased or stored by not only packers but speculative interests—they would at least hesitate.

The hog situation as of today is a good deal like the stock market in New York—no theory or fundamental basis for the future; merely a question of advancing prices, and everybody following along, with the idea that they are all going to get rich at sometime in the future.

Look at the Beef Situation.

If the buyers of hogs will stop and look over the fence into the cattle division, they will find that the beef market has been demoralized, to the extent that the packers and commission men have been notifying the country to hold animals back, unless they want another severe break. Even in the face of lower prices, the consumptive demand does not equal the supply.

The trade generally on pork products for the past six weeks has been very much less than normal. This applies not only to fresh meats, but smoked meats as well. The Eastern markets on fresh meats have been demoralized on pork as well as beef.

Hogs are figuring out on a basis of from $.75 to $1.00 a hundred loss. The green ham market has been forced entirely out of line with other cuts, due to speculative buying and storing. Fat cuts, including lard, have advanced little or nothing. Pork loins are selling lower than when hogs were .09c lb.

Hogs are being figured on a basis of green hams, which are selling from .02c to .02½c a pound over pickled hams, which are more or less of a drug on the market, even at the present price. The export situation from the standpoint of comparative values is hopeless, their market being entirely out of line, even as compared with our prices on pickled meats.

Lead Pencils vs. Golf Clubs.

Years ago hogs were cut with a lead pencil. Now they are being cut on the basis of golf club values in the summer, and Florida theories (after the effect of several high-balls) in the winter.

Most packers have little or no sense of values, and merely follow the trend of the market, regardless of what the future may bring forth. With an advance of over $2.00 a hundredweight in live hogs, it might be well to stop, look and listen!

Yours truly,

CHAS. J. ROBERTS.

CANNED MEAT EXPORTS.

Domestic exports of canned meats from the United States during December, 1928, according to the U. S. Bureau of Foreign and Domestic Commerce, were as follows:

Beef, 108,627 lbs., valued at $35,182; pork, 413,856 lbs., valued at $150,540; sausage, 122,358 lbs., valued at $37,393; other canned meats, 97,405 lbs., valued at $32,948; total canned meats, 742,246 lbs., valued at $256,063.

Shipments of canned meats from this country to non-contiguous territory during the month were as follows:

Alaska — Beef, 2,011 lbs., $691 value; sausage, 1,171 lbs., $362 value.

Hawaii — Beef, 30,239 lbs., $6,210 value; pork, 9,582 lbs., $3,273 value; sausage, 13,608 lbs., $4,906 value; other canned meats, 6,461 lbs., $1,523 value.

Porto Rico—Beef, 51,886 lbs., $5,736 value; pork, 5,296 lbs., $1,461 value; sausage, 24,034 lbs., $6,233 value; other canned meats, 5,888 lbs., $967 value.

CANADIAN MEATS IN STORAGE.

Cold storage holdings of pork and beef in Canada on February 1, 1929, declined 15 per cent and 14 per cent, respectively, from holdings of the same date last year, while holdings of mutton and lamb decreased 19 per cent. Veal holdings alone showed an increase, 2 per cent over February, 1928. Comparative figures as of February 1, this year with previous periods, as reported by the Dominion Live Stock Branch, are as follows:

	Feb. 1, 1929. lbs.	Jan. 1, 1929. lbs.	Feb. 1, 1928. lbs.	5-yr. avg., Feb. 1. 1929, lbs.
Beef	17,135.138	18,154,221	19,936,625	20,425,411
Veal	1,186,063	1,574,614	1,165,563	1,626,385
Pork	35,035,366	27,879,654	41,308,064	40,344,206
Mutton & lamb	4,552,601	5,475,404	5,675,647	5,156,048

Provision and Lard Markets

WEEKLY REVIEW

Market Barely Steady—Trade Fair—Hogs Strong—Western Run Light—Cash Trade Better—Stocks Increasing—Sentiment Mixed—Packers Persistent Sellers.

The developments in hog products the past week were very little changed from the conditions ruling for several weeks past. The hog run was again comparatively moderate, and hog prices ruled firm. Commission houses were on the buying side, particularly of lard, while packers and warehousemen were persistent sellers in the way of hedges. Indications were that Chicago packers were buying product from the smaller packers and hedging it at Chicago, rather than going to the hog market and bidding hogs up as on some days. The run was kept down by another extremely cold wave over the country.

Scattered liquidation by discouraged holders was on to some extent. This made it more or less difficult for the market to hold the rallies. Cash trade this week was reported to have improved somewhat. To some extent this offset the further increases in the Chicago lard stocks the first half of February, which amounted to more than 9,000,000 lbs. but which ran somewhat under what the outside estimates had called for.

The average hog price at Chicago at the beginning of the week was 10.25c compared to 10c the previous week, 8.25c a year ago and 11.65c two years ago. The average weight of hogs received at Chicago the past week was 230 lbs., against 230 lbs. the previous week and 231 lbs. the same week last year.

Lard Exports Good.

The detailed export statement of the Department of Commerce for the week ended February 9 showed lard exports of 12,890,000 lbs. of which 3,852,000 lbs. went to Germany, 4,912,000 lbs. to the U. K., 1,033,000 lbs. to Netherlands, 2,125,000 lbs. to other European countries, 890,000 lbs. to Cuba and 78,000 lbs. to other countries. The total for the week, however, compared with 17,790,000 lbs. the same week last year. The exports from January 1 to February 9, were given at 97,693,000 lbs. compared with 96,143,000 lbs. the same time a year ago. The unofficial exports for the week ended February 16 follow:

	Pork. Brls.	Lard. Lbs.	Meats. Lbs.
Liverpool	130	785,000	1,520,000
London	......	1,357,000	231,000
Glasgow	100	233,000	432,000
Bristol	......	195,000	110,000
Other English ports	55	1,197,000	281,000
Antwerp	......	720,000	48,000
Germany	35	2,041,000	273,000
Holland	......	2,116,000	244,000
France	100	....	....
Other Contl. ports	......	237,000	409,000
Elsewhere	......	887,000	....
Total	420	9,768,000	3,548,000

An official report stated that the condition of ranges on February 1 was 82 per cent of normal compared with 82 per cent the previous month, 89 per cent a year ago, and a five-year average of 85.4 per cent. The condition of cattle was 87 per cent of normal against 88 per cent the previous month, 89 per cent a year ago and a five-year average of 88.2 per cent. The condition of sheep and lambs was 88 per cent, compared with 91 per cent the previous month, 93 per cent a year ago, and a five-year average of 93.1 per cent.

Hog Slaughter High.

An interesting summary of meat production and consumption in 1928 was issued by the Department of Agriculture which said in part: "The estimated total hog slaughter in 1928, including the farm kill, realized 9,387,000,000 lbs. of dressed pork, and 2,594,000,000 lbs. of lard. The hogs averaged slightly lighter in meat than for the two preceding years, and it required 76,593,000 to produce the amount of meat and lard stated. This huge production has been exceeded only in the highest peak years of 1923-24, in which, it may be recalled, hog slaughters reached unprecedented heights.

"The reaction from the latter lasted two years, the slaughter falling approximately 14 per cent in 1925, and 4 per cent more in 1926. The present upswing in the hog production cycle began in 1927 with an increase of a fraction over 5 per cent. The momentum carried over strongly into 1928, and resulted in a further increase of 10 per cent. Thus it will be seen that last year's volume of slaughter came within about 4 per cent of the previous all-high.

"Such heavy marketings have a depressing effect on prices, but the hog situation in 1928 was doubtless helped to some extent by the pronounced shortage of beef. Lard exports last year totaled 801,000,000 lbs., the largest in four years, and is from 100,000,000 to 400,000,000 lbs. greater than any pre-war year."

The following table shows in detail the per capita consumption of meats and lard for the last three years:

	1926.	1927.	1928.
Beef, lbs.	63.6	58.4	51.7
Veal, lbs.	8.2	7.4	6.8
Lamb and mutton, lbs	5.5	5.4	5.6
Pork, except lard, lbs.	65.7	68.5	73.9
Total meat, lbs.	143.0	139.7	138.0
Lard, lbs.	13.5	13.8	14.7

See page 40 for later markets.

PORK—The market was quiet but steady in the East, with mess, New York, quoted at $30.50; family, $34.00 @$35.00; fat backs, $30.00@31.00. At Chicago, mess was quotable at $30.00.

LARD—Domestic demand was fair, but export trade moderate. The market as a result was about steady. At New York, prime western was quoted at 12.40@12.50c; middle western, 12.20 @12.30c; New York City, 11⅝@11¾c; refined Continent, 12⅝c; South America, 13⅛c; Brazil kegs, 14⅛c; compound, carlots, 12½c; less than car lots, 12¾c. At Chicago demand showed improvement, with regular lard in round lots 40c under May; loose lard, 135 under May; leaf lard, 162½ under May.

BEEF—The market was steady with a fair demand at New York. Mess was quoted at $25.00; packet, $25.00 @$26.00; family, $27.00@28.00; extra India mess, $44.00@46.00; No. 1 canned corned beef, $3.10; No. 2, 6 bbls. South America, $16.75; pickled tongues, $75.00@80.00 per barrel.

1928 MEAT CONSUMPTION.

The per capita consumption of pork in 1928 at 73.9 lbs. is the highest of record except for the years 1923 and 1924, when it was eight-tenths of one per cent higher.

Per capita lard consumption in 1928, at 14.7 lbs., was exceeded only in these two years.

Owing to the more limited supplies of cattle, beef consumption was the lowest since 1900. Per capita consumption of beef in 1928 dropped to 51.7 lbs., and of veal to 6.8 lbs. The per capita consumption of lamb and mutton at 5.6 lbs. was the highest since the pre-war years.

Hog slaughter in the United States in 1928 totaled 76,593,000 head. This includes both inspected and uninspected slaughter. This huge slaughter was exceeded only in 1923 and 1924. In 1925 slaughter fell off 14 per cent, and in 1926, 4 per cent more.

The present upward swing in the hog production cycle began in 1927, with an increase of approximately 5 per cent. In 1928 there was a further increase of 10 per cent. The 1928 hog slaughter came within about 4 per cent of that of the record years.

The U. S. Department of Agriculture estimates total meat production in 1928 at 16,955,000,000 lbs. This is 83,000,000 lbs., one-half of one per cent, larger than in 1927, there being an increase of 854,000,000 lbs. in pork production and 26,000,000 lbs. in lamb and mutton. Beef production at 6,082,000,000 lbs. shows a decline of 18½ per cent in the past two years.

Commenting on the production and consumption situation, the department says:

Abundance of pork averted a possible meat shortage in the United States during 1928. In other respects the developments of the year were similar to those of the preceding year, namely, a continued upswing in hog and lamb slaughter and a continued downswing in the beef supply.

All these tendencies, however, were

more pronounced in 1928. For example, estimated production of pork increased 352,000,000 lbs. in 1927 and 854,000,000 lbs. more in 1928. Lamb and mutton production increased but 2,000,000 lbs. in 1927 against 26,000,000 lbs. in 1928. While beef slaughter fell off 632,000,000 lbs. in 1927, it further decreased 744,000,000 lbs. in 1928.

The total of 16,955,000,000 lbs. of dressed meat, not including lard, estimated to have been produced in 1928 is composed of 6,082,000,000 lbs. of beef, 814,000,000 lbs. of veal, 671,000,000 lbs. of lamb and mutton, 9,387,000,000 lbs. of pork.

Of this total production 66.75 per cent was federally inspected. The remainder includes the farm kill and the commercial slaughter not government inspected. Some of the latter is inspected by state and local authorities, but the quantity so inspected is not known.

The estimated total hog slaughter in 1928, including the farm kill, realized 9,387,000,000 lbs. of dressed pork and 2,594,000,000 lbs. of lard. The hogs averaged slightly lighter in weight than for the two preceding years.

The hog situation in 1928 was doubtless helped to some extent by the pronounced shortage of beef. At any rate, the average price per hundred pounds for hogs at Chicago during 1928 is reported to be $9.22, which compares favorably with $7.55 in 1923 and $8.11 in 1924.

Production of lamb and mutton in the United States has exceeded 700 million pounds in four years only, namely, in the period from 1911 to 1914. Thereafter there was a rapid decline to the lowest point on record in 1917, only 473 million pounds being produced in that year. With few exceptions there has been a gradual rise in the annual totals since that time. The production in 1928, 671 million pounds, is an increase of 4 per cent on the preceding year and is the largest total in 14 years. The production in recent years has been keeping slightly in advance of the increase in population. Both imports and exports of mutton are insignificant.

In view of the higher prices, some increase in importations of beef during 1928 was to be expected. The total import of 121,000,000 lbs. of dressed beef, however, is but 1 lb. per capita of the population.

Exports of pork, about 80 per cent of which consist of hams and bacon, have at times exceeded the exports of lard. But since the World War the European markets have taken less and less American pork. Exports of 960,000,000 lbs. in 1923 gradually declined to 316,000,000 lbs. in 1927. There was a little improvement last year, however, total pork exports aggregating 334,000,000 lbs.

Lard exports, on the other hand, continue higher than in prewar years. The total last year, 801,000,000 lbs., was the largest in four years, and is from 100 to 400 million pounds greater than any prewar year. The export figures here quoted include the shipments to Alaska, Hawaii, and Porto Rico. These territories in 1928 took about 30 million pounds of pork and 18 million pounds of lard. It may be of interest to note that total exports of pork and lard in 1928 were the equivalent of about 8,500,000 live hogs at Chicago average weights. Thus the exportable surplus of hogs last year amounted to a fraction over 11 per cent of the estimated total slaughter, including the farm kill.

The following table shows in detail the per capita consumption of the various kinds of meat and of lard for the last three years:

	1926. lbs.	1927. lbs.	1928. lbs.
Beef	63.6	58.4	51.7
Veal	8.2	7.4	6.8
Lamb and mutton	5.5	5.4	5.6
Pork (except lard)	65.7	68.5	73.9
Total meat	143.0	139.7	138.0
Lard	13.5	13.8	14.7

MEAT EXPORTS FROM CANADA.

Exports of domestic livestock and meats from Canada to the United States during January, 1929, for the most part showed further heavy decreases from shipments in the same month last year. The movement of hogs was almost 100 per cent less; of cattle 37 per cent less; calves, 5 per cent less; sheep, 37 per cent less. Bacon exports dropped off 43 per cent and pork, 72 per cent, and beef, 50 per cent. Mutton exports alone showed an increase over January, 1928.

Export shipments from Canada to this country for January, 1929, compared with the same month in 1928, as reported by the Dominion Live Stock Branch, were as follows:

	Jan., 1929.	Jan., 1928.
Cattle, to U. S.	5,023	7,945
Cattle, total export	5,087	7,962
Calves, to U. S.	2,609	2,738
Calves, total export	2,610	2,738
Hogs, to U. S.	41	5,345
Hogs, total export	67	5,356
Sheep, to U. S.	936	200
Sheep, total export	966	20[illegible]
Beef, to U. S.	1,272,300	2,591,700
Beef, total export	1,495,700	2,960,300
Bacon, to U. S.	240,400	426,300
Bacon, total export	2,313,600	3,516,900
Pork, to U. S.	117,000	415,000
Pork, total export	346,500	989,000
Mutton, to U. S.	32,000	600
Mutton, total export	62,300	18,000

DECEMBER MEAT EXPORTS.

Domestic exports of specific classes of meats and meat products from the United States during December, 1928, are officially reported as follows:

	Lbs.	Value.
Beef, pickled or cured	490,856	$ 66,427
Pork carcasses	137,710	16,519
Loins and other fresh pork	729,531	120,886
Wiltshire sides	177,817	23,004
Hams and shoulders	8,518,363	1,755,186
Bacon	9,593,177	1,420,783
Cumberland sides	595,668	83,981
Pickled pork	1,976,432	296,719
Sausage	272,905	91,420
Lard	86,357,697	10,854,222
Neutral lard	1,170,826	151,824
Meat ext. and bouillon cubes	14,681	32,368

Shipments from the United States to non-contiguous territories:

Alaska—Beef, pickled or cured, 295 lbs.; sausage, 14,617 lbs.

Hawaii—Beef, pickled or cured, 3,370 lbs.; pork carcasses, fresh or frozen, 10,331 lbs.; loins and other fresh pork, 116,905 lbs.; hams and shoulders, 156,792 lbs.; bacon, 42,422 lbs.; pickled pork, 60,404 lbs.; sausage, 78,792 lbs.; lard, 52,153 lbs.; meat extract and bouillon cubes, 150 lbs.

Porto Rico—Loins and other fresh pork, 15,596 lbs.; hams and shoulders, 748,790 lbs.; bacon, 82,544 lbs.; pickled pork, 1,105,011 lbs.; sausage, 173,986 lbs.; lard, 2,270,003 lbs.; meat extract and bouillon cubes, 4 lbs.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Feb. 21, 1929.

South American ground dried blood is offered for February-March shipment at $4.60 per unit, and no doubt bids would be considered, as a sale was made at $4.50 per unit, c.i.f. The last sale of dried blood at New York was at $4.40 per unit, f.o.b. New York.

The demand for tankage is limited and offerings are more frequent, with ground tankage being held at about $4.75 and 10c, and unground at about $4.50 and 10c, f.o.b. basis, New York.

Considerable foreign whale and herring guano has arrived at Atlantic ports and sales have been made as low as $4.50 and 10c, ex vessel. Considerable material has been placed in store at certain ports.

Some sales of acid fish scrap have been made at $4.50 and 50c, delivered northern ports, for delivery during the summer as and if made.

Nitrate of soda is firm, especially at New York, where it is held at $2.22½, ex vessel.

PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ended February 16, 1929:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	—Wek ended— Feb. 16, 1929. M lbs.	Feb. 18, 1928. M lbs.	Feb. 9, 1929. M lbs.	Jan. 1, '29, to Feb. 16, 1929. M lbs.
Total	435	1,455	724	6,239
To Belgium	....	....	5	30
United Kingdom	340	1,226	664	5,246
Other Europe	....	....	....	....
Cuba	20	122	31	297
Other countries	75	107	24	666

BACON, INCLUDING CUMBERLAND.

Total	2,927	840	2,417	21,111
To Germany	105	38	25	1,944
United Kingdom	2,248	614	1,845	13,734
Other Europe	481	142	522	4,769
Cuba	21	10	2	185
Other countries	72	36	23	479

LARD.

Total	11,157	14,167	14,843	110,803
To Germany	1,962	3,399	3,852	31,373
Netherlands	941	1,333	1,033	7,999
United Kingdom	5,699	6,405	4,912	43,673
Other Europe	384	920	2,125	9,957
Cuba	1,341	1,319	1,220	10,032
Other countries	830	791	1,701	7,769

PICKLED PORK.

Total	353	233	306	1,842
To United Kingdom	64	14	82	420
Other Europe	27	....	44	188
Canada	200	173	165	806
Other countries	62	46	15	428

TOTAL EXPORTS BY PORTS.

Week Feb. 16, 1929.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	435	2,927	11,157	353
Detroit	246	427	467	20
Port Huron	30	....	349	180
Key West	16	1	1,202	2
New Orleans	19	34	969	60
New York	....	2,447	6,867	79
Philadelphia	....	....	246	....
Portland Me.	124	18	1,057	12

DESTINATION OF EXPORTS.

Exported to:	Hams and shoulders, M lbs.	Bacon, M lbs.
United Kingdom	340	2,248
Liverpool	156	1,400
London	26	402
Manchester	....	....
Glasgow	34	277
Other United Kingdom	124	169

Exported to:	Lard, M lbs.
Germany (total)	1,962
Hamburg	1,914
Other Germany	48

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A quiet but strong situation continued to rule tallow in the East. At New York, offerings were light and firmly held, with producers reported still in a well sold-up position. Consumers, however, appeared to be marking time pending developments. At New York, the lower grades ranged from 9c upwards, while extra f.o.b. was quoted at 9⅜@9½c.

The South American market was reported as firm. In the West, however, the tone was a shade easier and attracted some attention here. The general situation in soapers' materials, however, was one of lack of pressure of supplies. Demand throughout the list, nevertheless, did not appear aggressive this week.

At New York, special was quoted at 9⅛c; extra, 9⅜@9½c; edible, 9¾@10c. At Chicago, edible and fancy tallow displayed a shade easier tone, while prime packer was extremely quiet at all consuming points. Several tanks of prime packer sold at 9⅝c f.o.b. Chicago prompt delivery. At Chicago, edible was quoted at 9¾c; fancy, 9½@9⅝c; prime packer, 9⅜c; No. 1, 9@9⅛c; No. 2, 8⅜@8½c.

There was no London auction this week. At Liverpool, Australian tallow was unchanged, with fine quoted at 42s 9d and good mixed at 40s 9d.

STEARINE—The market in the East ruled quiet and about steady, with oleo, New York, quoted at 11¾c nominal. At Chicago, stearine was quiet and about steady, with oleo quoted at 11½c.

OLEO OIL—The market again ruled quiet, but was steady. Extra, New York, was quoted at 11¼@11¾c; medium, 11c; lower grades, 10½c. At Chicago, extra was quoted at 11¼c, with trade limited.

See page 40 for later markets.

LARD OIL—Demand was moderate but the market firm, with a better inquiry in evidence and strength in raw materials. At New York, edible was quoted at 15¾c; extra winter, 13¾c; extra, 13½c; extra No. 1, 13¼c; No. 1, 13⅛c; and No. 2, 12¾c.

NEATSFOOT OIL—Demand was fair and the market firm, with pure, New York, quoted at 15c; extra, 13½c; No. 1, 13¼c; and cold test, 18¾@19c.

GREASES—An extremely steady to firm market prevailed in greases in the East, with production reported as still sold up, and with the demand fairly good. Offerings were light, and well maintained. The market continues to receive some support, from the strength in tallow and other competitive quarters, but the firmness in the main was the result of the recent good absorption. Export interest in white grease was quiet, but demand for the lower grades has been good, and found reflection to some extent in the better grades.

At New York, yellow and choice house was quoted at 8½@8¾c; A white, 8⅞@9¼c; B white, 8¾@9⅛c; and choice white, 9¾@10c. At Chicago, a fair demand for choice white grease was reported, but a slow movement was noted on medium and low grade stock. Brown was quoted, Chicago, at 8⅜c; yellow, 8½@8⅝c; B white, 8¾c; A white, 8⅞@9c; and choice white, 9⅛c.

By-Products Markets

Chicago, Feb. 21, 1929.

Blood.

In the blood market, sellers are asking $4.75 for ground and unground, but buyers are bidding only $4.50. No trading as a result; prices nominal.

	Unit Ammonia.
Ground and unground	$4.50@4.75

Digester Hog Tankage Materials.

Digester hog tankage materials comparatively quiet. Nominal prices, good lots of ground offered below $4.75 recently.

	Unit Ammonia.
Ground, 11½@12% ammonia	$4.50@4.75 & 10
Unground, 11½ to 12% ammonia	4.50@4.75 & 10
Ground, 6 to 8% ammonia	4.50@4.75 & 10
Unground, 6 to 8% ammonia	4.25@4.50 & 10

Fertilizer Materials.

One large seller of fertilizer materials is offering 10 to 11 per cent high-grade ground at $3.75 & 10 cents, Chicago, prompt shipment, a 25-cent decrease. Trading backward, due to season. Cut expected to stimulate trading.

	Unit Ammonia.
High grd. ground, 10@11% am.	$ @ 3.75 & 10
Lower grd., and ungr., 6-9% am.	4.00@ 4.10 & 10
Hoof meal	3.75@ 4.00
Bone tankage, low grd., per ton.	24.00@25.00
Liquid stick	3.75@ 4.00

Bone Meals.

Bone meals continue to show sluggishness, with prices nominal; no trading.

	Per Ton.
Raw bone meal	$50.00@55.00
Steam, ground	20.00@29.00
Steam, unground	20.00@28.00

Cracklings.

Situation in cracklings is unchanged from inactive state of last week. Sellers' bids bringing little interest.

	Per Ton.
Hard pressed and exp. unground, per unit, protein	$ 1.00@ 1.05
Soft prsd. pork, ac. grease & quality.	85.00@90.00
Soft prsd. beef, ac. grease & quality.	50.00@55.00

Gelatine and Glue Stocks.

No trading reported in gelatine and glue stocks in past week. Sellers still ask $30 to $33 for hide trimmings, little action appearing, however.

	Per Ton.
Kip and calf stock	$40.00@42.00
Hide trimmings	30.00@33.00
Horn piths	40.00@42.00
Cattle Jaws, skulls and knuckles	40.00@42.00
Sinews, pizzles	31.00@35.00
Pig skin scraps and trim., per lb.	@5c

Horns, Bones and Hoofs.

Market for horns, bones and hoofs quiet but basically steady account season.

	Per Ton.
Horns, according to grade	$50.00@100.00
Mfg. shin bones	50.00@120.00
Cattle hoofs	45.00@ 47.00
Junk bones	27.00@ 28.00

(Note—Foregoing prices are for mixed carloads of unassorted materials, indicated above.)

Animal Hair.

All grades animal hair are in inactive state just now. Prices considered comparatively nominal; little trading.

Coil and field dried	3 @ 3½c
Processed grey, summer, per lb.	4 @ 5c
Processed grey, winter, per lb.	6½@ 7c
Cattle switches, each*	4½@ 5½c

*According to count.

PORK EXPORTS FROM HUNGARY.

Hungary has undertaken to promote the domestic production of hogs for export purposes, having definitely abandoned free importation of lard, according to advices to the U. S. Department of Commerce. The government at present plans to issue permits for duty-free corn imports, against proper evidence of the export of hogs or pork products on a kilo basis as follows: 100 kilos live hogs per 333 kilos corn; 100 kilos dressed hogs per 400 kilos corn; 100 kilos sausage or pork meats per 333 kilos corn; 100 kilos fatbacks per 380 kilos corn; and 100 kilos lard per 400 kilos corn.

COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for the months of August, September, October, November and December, 1928, and January, 1929, with comparisons for last season, based on federal census reports, has been prepared by Aspegren & Co. It is as follows:

MOVEMENT OF COTTONSEED AT CRUDE OIL MILLS.

	Tons received 1928-29.	Tons received 1927-28.
On hd. begin. of season	21,972	89,784
August	169,498	275,505
September	869,738	1,031,414
October	1,519,076	1,266,288
November	1,010,791	863,058
December	707,392	496,915
January	420,026	318,741
Total	4,718,493	4,341,705

	Tons crushed. 1928-29.	Tons crushed. 1927-28.
August	73,986	159,856
September	420,692	585,275
October	903,031	863,455
November	869,590	799,298
December	701,116	601,627
January	748,093	570,704
Total	3,716,517	3,580,215

	On hand end of month. 1928-29. Tons.	1927-28. Tons.
August	117,484	205,433
September	566,530	651,572
October	1,182,175	1,054,405
November	1,323,367	1,118,165
December	1,328,703	1,012,953
January	999,136	760,990

	1928-29. Tons.	1927-28. Tons.
Estimated seed receipts at crude mills, season 1928-29	5,030,550	4,586,705
On hd. begng. of season	21,972	89,784
Total	5,052,522	4,676,489
Of which is so far crushed	3,716,517	3,580,215
Destroyed at mills	2,840	500
Seed on hand	999,136	760,990
Seed still to be received	334,029	334,784

999,136 tons seed on hand, at 310 lbs. crude oil per ton is equivalent to 309,732,160 lbs. crude oil, which at 8 per cent refining loss equals 284,953,587 lbs. refined oil, or 712,384 barrels.

334,029 tons seed still to be received, at 310 lbs. crude oil per ton, is equivalent to 103,548,990 lbs. crude oil, which at 8 per cent refining loss, equals 95,265,070 lbs. refined oil or 238,163 barrels.

MOVEMENT OF CRUDE OIL AT CRUDE OIL MILLS.

	Pounds produced. 1928-29.	Pounds produced. 1927-28.
On hd. begng. of season	13,966,554	5,422,887
August	20,863,435	46,157,477
September	126,583,719	178,960,457
October	280,382,679	268,966,177
November	272,893,390	252,024,365
December	219,531,974	190,554,403
January	237,127,218	182,334,257
Total	1,171,348,969	1,124,420,023

	Shipments. 1928-29. Lbs.	Shipments. 1927-28. Lbs.
August	22,491,237	38,152,971
September	96,672,751	133,561,538
October	242,323,480	229,533,277
November	270,422,676	233,753,212
December	216,976,645	178,295,905
January	233,184,548	172,142,512
Total	1,082,071,337	985,439,415

	On hand end of month. 1928-29.	1927-28.
August	12,338,752	13,427,393
September	42,249,720	58,826,312
October	80,308,919	98,259,212
November	82,779,633	116,530,365
December	85,334,962	128,788,863
January	89,277,632	138,980,608

DISTRIBUTION CRUDE OIL HOLDINGS.

	Jan. 31, 1929. Lbs.	Dec. 31, 1928. Lbs.
At mills	89,277,632	85,334,962
At refineries	16,171,785	17,161,907
In transit to refineries and consumers	36,145,830	31,340,100
Total	141,595,247	133,836,969

141,595,247 lbs. crude oil, at 8 per cent refining loss, equals 130,267,627 lbs. refined oil, or 325,669 barrels.

CRUSH PER TON.

During January, 748,093 tons seed produced 237,127,218 lbs. crude oil equivalent to 317.0 lbs. per ton, or 15.8 per cent compared with 16.0 per cent last year.

Total, 1928-29 season: 3,716,517 tons seed produced 1,157,182,415 lbs. crude oil, equivalent to 311.4 lbs., per ton, or 15.6 per cent compared with 15.6 per cent last year.

REFINED OIL.

	Pounds produced. 1928-29.	Pounds produced. 1927-28.
On hd. begng. of season	335,993,223	378,612,700
August	19,677,491	33,253,044
September	61,888,959	99,860,080
October	204,255,233	194,676,115
November	223,885,969	205,855,884
December	217,211,158	176,373,549
January	205,803,735	143,229,529
Total	1,268,715,768	1,231,866,907

	Delivered Consumers. 1928-29. Lbs.	Delivered Consumers. 1927-28. Lbs.
August	119,450,288	138,910,312
September	138,480,096	146,550,854
October	143,435,910	110,319,695
November	121,477,121	100,282,317
December	108,374,921	89,374,505
January	126,335,683	106,924,694
Total	757,554,019	692,361,777

	On hand end of month. 1928-29. Lbs.	1927-28. Lbs.
August	236,220,426	272,955,432
September	159,629,289	226,210,664
October	220,448,612	310,567,084
November	322,857,460	416,140,651
December	431,693,697	503,139,695
Januray	511,161,749	539,445,130

DISTRIBUTION REFINED OIL HOLDINGS.

	Jan. 31, 1929. Lbs.	Dec. 31, 1928. Lbs.
At refineries	498,866,079	421,430,200
At other places	4,253,802	5,643,003
In transit from refineries	8,041,868	4,620,494
Total	511,161,749	431,693,697

AVERAGE REFINING LOSS.

During January, 223,340,175 lbs. crude oil yielded 205,803,735 lbs. refined oil, 7.85 per cent loss, compared with 6.78 per cent loss last year.

Total, season 1928-29: 1,010,916,678 lbs. crude oil yielded 932,722,545 lbs. refined oil, 7.73 per cent loss, compared with 7.35 per cent loss last year.

SHIPMENTS OF REFINED OIL.

	Export pounds 1928-29.	Export pounds 1927-28.
August	894,022	864,825
September	805,930	708,969
October	919,308	628,163
November	865,488	986,007
December	560,086	655,158
January	Not available	806,866
Total	Not available	4,650,018

	Domestic pounds. 1928-1929.	Domestic pounds. 1927-28.
August	118,556,266	138,045,487
September	137,674,166	145,841,945
October	142,516,602	109,691,532
November	120,611,633	99,296,226
December	107,814,835	88,719,347
January	Not available	106,117,228
Total	Not available	687,711,759

	Total pounds 1928-29.	Total pounds 1927-28.
August	119,450,288	138,910,312
September	138,480,096	146,550,854
October	143,435,910	110,319,695
November	121,477,121	100,282,317
December	108,374,921	89,374,505
January	126,335,683	106,924,694
Total	757,554,019	692,361,777

REFINED OIL—SUMMARY IN BARRELS OF 400 POUNDS.

	Produced. 1928-29.	Produced. 1927-28.
Old crop stock	839,983	946,532
August	49,194	83,133
September	154,722	249,515
October	510,638	486,690
November	559,715	514,640
December	543,028	440,934
January	514,509	358,073
Total	3,171,789	3,079,517

	Consumed. 1928-29.	Consumed. 1927-28.
August	298,626	347,276
September	346,200	306,377
October	358,590	275,799
November	303,093	250,706
December	270,937	223,438
January	315,839	207,310
Total	1,893,885	1,730,904

	On hand. 1928-29.	On hand. 1927-28.
August	590,551	682,389
September	399,073	565,527
October	551,121	776,418
November	807,143	1,040,352
December	1,079,234	1,257,850
January	1,277,904	1,348,013

	1928-29.	1927-28.
Refined oil on hand	1,277,904	1,348,013
Seed on hand will produce	712,384	556,647
Crude oil on hand will produce	325,669	393,426
Seed still to be received will produce	238,163	258,745
Total	2,554,120	2,557,431
Less approximate carry-over for end of Season, Aug. 1, 1929	750,000	*903,014
Available for coming 6 months	1,804,120	1,654,417
Monthly average consumption, first 6 mos.	*315,648	*288,484
Monthly average consumption, last 6 mos.	†300,687	*275,736
Monthly average consumption, all 12 mos.	308,167	*282,110

*Actual. †Available.

NEW ORLEANS OIL TRADING.

(Special Letter to The National Provisioner.)

New Orleans, Feb. 18, 1929.—The week was a quiet one from the standpoint of operations in the actual, few sales being reported in either crude or the refined product. However, in the future markets, and especially at New Orleans, considerable activity was demonstrated. Refiners bought large quantities of March contracts, anticipating accepting delivery, because of a low price level considering crude values, and are anticipating an advance in hog product values.

Consumption figures just issued, at 315,839 barrels, were just about as expected by the majority. They proved disappointing to a slight minority who hoped, rather than expected, that the figures would amount to 325,000 or 335,000 barrels.

Some of the large purchases of March made by refiners in the local market, as observed by one of the local traders, were as follows:—12 Mch. @ 9.87; 17 Mch. @9.88; 48 Mch. @9.89; 5 Mch. @9.90, and 11 Mch. @9.86.

Sales during the past week were:

Feb. 13, 1929: 1 May 9.95, 1 May 10.01, 1 May 10.04, 2 May 10.02, 1 May 10.01, 17 May 10.02, 3 Mch. 9.89, 7 Mch. 9.89, 5 Mch. 9.87, 7 Mch. 9.87, 1 July 10.20, 1 May 10.01, 1 July 10.21, 2 Mch. 9.90, 1 May 10.01, 7 Mch. 9.89, 7 May 10.02, 1 Mch. 9.90.

Feb 14: 5 Mch. 9.88, 2 May 10.05, 1 May 10.05, 4 May 10.05, 1 July 10.17, 10 July 10.19, 10 Mch. 9.89, 4 July 10.17, 7 July 10.19, 4 Mch. 9.88, 1 Mch. 9.90.

Feb. 15: 1 Oct. 10.28, 1 Mch. 9.86, 1 July 10.15, 2 Mch. 9.86, 1 July 10.15, 5 Mch. 9.88, 3 Mch. 9.88.

Feb. 16: 19 Mch. 9.89, 19 July 10.19, 2 Mch. 9.89, 1 Mch. 9.90, 8 Mch. 9.86.

Feb. 18: 1 Mch. 9.82, 4 Mch. 9.82, 1 July 10.15, 1 July 10.12, 4 July 10.11, 10 Mch. 9.83, 10 May 9.95, 5 Mch. 9.81, 1 Mch. 9.83, 1 July 10.12, 15 Mch. 9.82, 5 July 10.12, 10 Mch. 9.82, 10 July 10.12, 5 Mch. 9.95.

Vegetable Oil Markets

WEEKLY REVIEW

Market Moderately Active — Prices Barely Steady — March Liquidation Feature—Crude Easier—Mill Offerings Limited — Sentiment Mixed — Lard Barely Steady—Cash Oil Trade Quiet.

The market for cotton oil futures on the New York Produce Exchange the past week was less active, with a moderate daily turnover and a barely steady undertone. Commission house operations were mixed and without particular feature, the market backing and filling following any good buying or selling and after reaching some new high levels for the season, ran into March liquidation, prior to tender day, which served to bring about a setback from the highs.

On the whole, there was little or no change in the general underlying situation, and while there was more or less confident feeling as to the prospects for better levels later in the season, sentiment at the moment was divided, and there was a tendency to even up and await developments over the holiday.

Considerable March oil came out from commission house quarters, some of which was replaced by purchases of the futures. Refiners brokers and shorts bought the March and in some cases sold the distant months.

Lard Helps to Check Oil.

A barely steady lard market was one of the factors in checking the upturns in oil, while it appeared as though larger visible stocks than expected at the beginning of the month had also tempered bullish enthusiasm, for the time being.

The volume of hedge pressure on the market remained light, as mills were not pressing crude sales, although crude oil was off slightly from the recent levels. At the same time, cash oil trade ruled rather quiet and led to some scattered realizing, but there was no evidence of weakness anywhere in actual oil.

The mill holdings of crude, like the greater proportion of the visible stocks, are believed to be in strong hands. The mills generally were holding for better levels, and were not influenced to any extent by the setbacks in futures.

Cash interests continued to look upon the situation as a rather strong one for the future, although expressing the belief that the market may back and fill for the time being, pending a resumption of consumer buying. Consumers' stocks are believed to be moderate, and some of the larger factors are looking for a resumption of this demand in the near future. The fact that refiners are not booking the trade very far ahead, makes for periodic consumer absorption which, when it materializes, usually reaches sizable proportions.

In the Southeast, crude sold at 9¼@9⅛c, with 9c bid in the Southeast and Valley, and with little or nothing doing in the Valley. In Texas, 8¾c was bid, but no trading of importance appeared in the latter section.

The hog run at western packing points was again light, partly due to a resumption of low temperatures, and made for a strong hog situation; but the lard market responded in a very limited way to the strength in hogs. Commission house absorption of lard was supplied by hedge selling, but within the last few days packers reported a better demand for product in general.

Whether or not the hog run will prove small enough the balance of the month to bring about a reduction in the lard stocks, remains to be seen. At any rate, in some quarters there is a tendency to buy lard and sell oil at around these levels.

Some of the close students of the oil situation anticipate a better market later on. They are encouraged by reports of good February distribution, and a belief that the smaller number of hogs in the country than a year ago must cut some figure in values, sooner or later. Expectations are that oil consumption will run sufficiently large to make for a lighter carryover than last year, while they point to the fact that, whereas recent expectations were that the cotton acreage for the new crop would be increased slightly, present reports indicate prospects for little or no increase whatever.

Salad Oil More Important.

The time is rapidly approaching when the salad oil demand will begin to cut some figure, as will the new cotton crop outlook. In the meantime, indications are that the pressure of cash oil will remain light, which may make the market very susceptible to any broad consumptive demands.

At the same time, there is still before the trade the prospective tariff developments on imported oils and greases, and with this uncertainty hanging over

SOUTHERN MARKETS

(Special Wire to The National Provisioner.)

New Orleans.

New Orleans, La., Feb. 21, 1929.—The New Orleans cotton oil market has ruled quiet to steady as March liquidation in contracts proceeded daily, although at times lard showed easiness. Crude unchanged at 8⅞c, Texas; Valley, 9⅛c, with offerings extremely light. Bleachable in good demand at 9.80@9.95c, loose, New Orleans, with most sellers asking 104⅛c. A bullish feeling pervades the industry, based on continued liberal consumption, prospective falling-off in hog receipts and a tariff on imported oils.

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Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 21, 1929. — Crude oil, 9c bid, with mills holding for higher prices; consequently, there is no trading going on. Forty-one per cent meal, $45.00; loose cottonseed hulls, $10.00, f.o.b. Memphis.

—

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Feb. 21, 1929.—Prime cotton seed, west Texas, $34.00; Dallas territory $45.00; snaps and bollies, west Texas, $30.00; prime crude oil, 8⅞@9c; forty-three per cent cake and meal, f.o.b. Dallas, $44.00; hulls, $11.00; mill run linters, 4@5c. Freezing, snow and sleet the past week; market steady.

the market, the tendency is to feel that no one in the trade will care to put out any large short lines.

The store stocks here are light, but there were indications of a little uncertainty as to March tenders.

COTTONSEED OIL—Market transactions:

Friday, Feb. 15, 1929.

	Sales.	Range— High.	—Range Low.	Closing— Bid.		—Closing Asked.
Spot	....	....	....	1065	a	1125
Feb.	....	....	....	1065	a	1100
Mar.	1300	1086	1085	1086	a	1089
Apr.	....	....	....	1080	a	1090
May	100	1090	1090	1088	a	1090
June	....	....	....	1090	a	1105
July	3300	1112	1109	1110	a	....
Aug.	....	....	....	1115	a	1122
Sept.	....	....	....	1127	a	1130

Total sales, including switches, 4,700 bbls. P. crude S. E. 9⅛c bid.

Saturday, Feb. 16, 1929.

	Sales.	High.	Low.	Bid.		Asked.
Spot	....	....	....	1065	a	1125
Feb.	....	....	....	1065	a	1100
Mar.	100	1085	1085	1085	a	1087
Apr.	....	....	....	1075	a	1090
May	600	1088	1083	1085	a	1083
June	....	....	....	1085	a	1099
July	1400	1110	1107	1105	a	1107
Aug.	....	....	....	1115	a	1118
Sept.	....	....	....	1122	a	1127

Total sales, including switches, 2,100 bbls. P. crude S. E. 9⅛c bid.

Monday, Feb. 18, 1929.

	Sales.	High.	Low.	Bid.		Asked.
Spot	....	....	....	1070	a	1125
Feb.	....	....	....	1070	a	1100
Mar.	1100	1085	1080	1085	a	1089
Apr.	....	....	....	1075	a	1095
May	200	1088	1087	1087	a	....
June	....	....	....	1095	a	1103
July	900	1109	1108	1108	a	....
Aug.	....	....	....	1115	a	1118
Sept.	....	....	....	1123	a	1128

Total sales, including switches, 2,200 bbls. P. crude S. E. 9⅛c sales.

Tuesday, Feb. 19, 1929.

	Sales.	High.	Low.	Bid.		Asked.
Spot	....	....	....	1065	a	1100
Feb.	....	....	....	1065	a	1100
Mar.	2300	1087	1082	1081	a	1085
Apr.	....	....	....	1070	a	1088
May	1600	1090	1089	1083	a	1085
June	....	....	....	1091	a	1098
July	3400	1112	1103	1103	a	....
Aug.	100	1115	1115	1110	a	1116
Sept.	....	....	....	1118	a	1122

Total sales, including switches, 7,400 bbls. P. crude S. E. 9@9¼c.

Wednesday, Feb. 20, 1929.

	Sales.	High.	Low.	Bid.		Asked.
Spot	....	....	....	1065	a	1125
Feb.	....	....	....	1060	a	1100
Mar.	4100	1080	1071	1071	a	....
Apr.	....	....	....	1070	a	1088
May	2000	1084	1078	1079	a	1078
June	....	....	....	1080	a	1096
July	4800	1105	1100	1101	a	1100
Aug.	200	1113	1113	1105	a	1112
Sept.	1500	1124	1120	1118	a	1120

Total sales, including switches, 12,600 bbls. P. crude S. E. 9c bid.

Thursday, Feb. 21, 1929.

	Sales.	High.	Low.	Bid.		Asked.
Spot	....	....	....	1065	a	1120
Feb.	....	....	....	1055	a	1100
Mar.	....	1073	1071	1071	a	....
Apr.	....	....	....	1070	a	1080
May	....	1080	1077	1077	a	....
June	....	....	....	1080	a	1095
July	....	1104	1100	1101	a	....
Aug.	....	....	....	1107	a	1112
Sept.	....	1123	1120	1120	a	....

Sales, 3,000 bbls.

See page 40 for later markets.

COCOANUT OIL—The market continued in an awaiting position, with buying interest quiet. Offerings were held steadily. At New York, tanks were quoted at 8¼c. At the Pacific Coast tanks were quoted at 7⅞c.

SOYA BEAN OIL—The market ruled very slow, but was held steadily. New York tanks were quoted at 10½c; barrels, 12½c; Pacific Coast tanks, 10c nominal.

CORN OIL—Sales were reported at 9⅝c f.o.b. mills, and the market held steadily at that level.

PALM OIL—While consumers' demand was moderate, pressure of offerings was light and the tone was firm. At New York, spot Nigre was quoted at 8½@8¾c; shipment Nigre, 8¼c; spot Lagos, 9c; shipment Lagos, 8½c.

PALM KERNEL OIL—Interest was of a routine character and the market rather quiet but steady. At New York, tanks were quoted at 8¼c and casks at 9c.

OLIVE OIL FOOTS — Trade was slow, with buyers and sellers apparently apart and awaiting developments. At New York, spot foots were quoted nominally at 11c; nearby, 10¾c; February forward, 10¼c.

RUBBERSEED OIL—For shipment, quoted nominally at 8½c.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL — Demand for spot oil was rather quiet. Store oil was quoted about ¼c over March. Southeast and Valley crude, 9@9¼c; Texas, 8¾c bid.

SHORTENING AND OIL PRICES.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 21.—The Shortening and Oil Division of the Interstate Cottonseed Crushers' Association reports the following quotations established on February 21, 1929:

Shortening—tierce basis.	
Northern States, East of Rocky Mts.	.12¼@.12⅜
Southern States, East of Rocky Mts.	.12¼@.12½
Pacific Coast States	.13¼@.13½
Salad Oil.	
Northern States, East of Rocky Mts.	.12½@.12⅝
Southern States, East of Rocky Mts.	.12 @.12½
Pacific Coast (Port Cities)	.12⅛@.12½
Cooking Oil—White.	
Northern States, East of Rocky Mts.	.12⅜@.12⅝
Southern States, East of Rocky Mts.	.11⅞@.12⅜
Pacific Coast (Port Cities)	.12 @.12⅜
Cooking Oil—Yellow.	
½c less than White.	

SHORTENING TRADE PROGRESS.

The question of a more equitable distributive arrangement between the wholesale and retail trade in the cottonseed oil industry was one of the main points discussed at the recent meeting of the Shortening and Oil Division of the Interstate Cottonseed Crushers' Association, held at the Palmer House, Chicago.

Under the present system of distribution approximately half of the manufacturers of cotton oil products sell mainly through wholesale channels and half direct to the retail trade. The refiners' code, however, at present provides for price publicity and regulation of trade practices with respect to the wholesale trade only. At their last meeting, held in Memphis, Tennessee, on February 12, refiners considered means of extending these code provisions to include the field of retail distribution also.

MEMPHIS COTTONSEED AND MEAL.

(Special Report to The National Provisioner.)

Memphis, Tenn., Feb. 16.—Cottonseed moved within a narrow range during the past week on the Memphis Merchants Exchange pit, and closed only a little below the high points of a week ago. The decline in meal, however, more than offset a steady oil market.

October seed during the review period moved from a low of $41.00 to a high at $42.75 and closed at $42.30 to $42.40 about unchanged from last Saturday. Speculation in seed has been limited, as receipts at the mills are not expected to increase, and future supplies depend on after-planting liquidation.

The widespread interest in this market has been maintained and the original limited membership of the Memphis Merchants Exchange has been filled, indicating a necessity that the limit be raised to accommodate a waiting list. The recent increase in membership has represented the large oil mill interests, mixed feed manufacturers and ginners.

Cottonseed meal was in active trading throughout the week, steadily declined and closed Saturday on the lows of the week, and in fact one or two of the options closed on the low for the period during which futures trading has been permitted. Pit traders are inclined to think that the decline has been overdone, and that some reaction is due next week, but hedge selling continues in volume, and those working for higher prices are timid.

COTTONSEED AND MEAL FUTURES.

Prime Cottonseed.
Week's Range.

	High.	Low.	Closed. 2/16.	Closed. 2/9
Feb.	50.60	49.50	49.50	50.50
Mar.	50.85	50.10	50.35	50.75
May	51.40	50.65	50.65	51.25
July	51.75	50.85	50.85	51.55
Oct.	42.75	41.00	42.30	42.25

Prime 41% Protein Cottonseed Meal.
Week's Range.

	High.	Low.	Closed. 2/16.	Closed. 2/9
Feb.	44.15	43.50	43.75	44.10
Mar.	44.25	43.65	43.65	44.30
May	44.80	43.85	44.00	44.80
July	45.25	44.10	44.10	45.05
Oct.	38.40	37.50	37.50	38.25

ASKS DUTY FREE COTTON OIL.

The Hamilton, Ont., Canada, subsidiary of the Procter & Gamble Co. of Cincinnati, O., made application recently to the Dominion tariff board to have cottonseed oil, once refined, placed on the free list for import into Canada. The Procter & Gamble Co. refines cottonseed oil at its branch Hamilton plant and disposes of by-products in the United States. Opposing interests contended that placing cottonseed oil on the free list would not lower prices to the consumer. Evidence also was submitted to show that peanut oil has to some extent been replacing cottonseed oil in Canada.

DECEMBER MARGARINE OUTPUT.

Actual production of margarine during December, 1928, with comparisons for the corresponding month of 1927, as reported to the U. S. Department of Agriculture by manufacturers of margarine, was as follows:

	Dec., 1928. lbs.	Dec., 1927. lbs.
UNCOLORED MARGARINE.		
Exclusively vegetable	17,779,311	16,464,687
Animal and vegetable	8,731,476	9,259,302
Total	26,510,787	25,723,989
COLORED MARGARINE.		
Exclusively vegetable	483,442	526,442
Animal and vegetable	1,026,867	857,095
Total	1,510,309	1,383.537
Grand total	28,021,096	27,107,526
COLORED AND UNCOLORED MARGARINE.		
Exclusively vegetable	18,262,753	16,991,129
Animal and vegetable	9,758,343	10,116,397
Total	28,021,096	27,107,526

Oleomargarine production and sale during December, 1928, compared with the same month of 1927, are indicated in the following figures reported by the Collector of Internal Revenue, showing the tonnage on which tax was collected and the amount of the tax:

	Colored.	Uncolored.
December, 1928, lbs.	1,063,311	27,462.600
Tax	$107,094	$68,657
December, 1927, lbs.	1,133,118	25,583,880
Tax	$113,468	$63,960

For the first six months of the fiscal year ended June 30, 1929, there was collected a total of $626,395.57 on colored oleomargarine and $399,146.20 on uncolored. For the same period of the previous fiscal year the collections totaled $599,905.97 on the colored product and $334,655.25 on the uncolored.

COTTONSEED PRODUCT EXPORTS.

Exports of cottonseed products for the five months ended December 31, 1928, with comparisons for the same period of 1927, are reported by the U. S. Census Bureau as follows:

	1928.	1927.
Oil, crude, lbs.	11,924,433	19,210,629
Oil, refined, lbs.	4,044,834	3,843,152
Cake and meal, tons	183,724	202,379
Linters, running bales	76,788	82,907

MARGARINE MATERIAL USED.

Oleomargarine produced and the materials used in its manufacture during December, 1928, with comparisons for 1927, were as follows, according to the U. S. Bureau of Internal Revenue:

	Dec., 1928. Lbs.	Dec., 1927. Lbs.
Total production of uncolored oleomargarine	27,324,690	26,035,869
Ingredient schedule for uncolored oleomargarine:		
Butter	222,810	222,227
Coconaut oil	14,340,625	13,063.320
Corn oil	....	9,060
Cottonseed oil	2,205,202	1,900,389
Edible tallow	1,417	6,806
Milk	7,865,147	6,874,898
Mustard oil	1,000	5,002
Neutral lard	2,110,445	2,149.642
Oleo oil	3,495.261	3,486,720
Oleo stearine	469,953	417,024
Oleo stock	92,172	124,935
Palm oil	79,952	32,074
Palm-kernel oil	620	23,507
Peanut oil	596,251	544.220
Salt	2,152,464	2,169,769
Sesame oil	....	14,963
Soda	9,612	8,880
Vanilla extract	....	23
Total	33,642,931	31,153,983
Total production of colored oleomargarine	1,574,700	1,425,082
Ingredient schedule for colored oleomargarine:		
Butter	1,492	1,643
Coconaut oil	496,054	485,821
Color	1,764	1,897
Cottonseed oil	316,469	154,777
Milk	758,475	488,297
Neutral lard	324 471	153,798
Oleo oil	577,811	321,621
Oleo stearine	17,790	28,580
Oleo stock	6,990	14,110
Palm oil	30,540	24,218
Palm-kernel oil	....	4,222
Peanut oil	32,777	32,105
Salt	155,321	110,083
Soda	146	154
Total	2,722,100	1,821,326

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, February 19, 1929.

Extra tallow, f.o.b. seller's plant, 9¼@9⅜c lb.; Manila cocoanut oil, tanks New York, 8¼c lb.; Manila cocoanut oil, tanks, coast, 7⅞c lbs.; Cochin cocoanut oil, barrels New York, 10¼@10½c lb.

P. S. Y. cottonseed oil, barrels New York, 12@12½c lb.; crude corn oil, barrels New York, 10½@10⅝c lb.; olive oil foots, barrels New York, 10¾@11c lb.; 5 per cent yellow olive oil, barrels New York, $1.30@1.35 gal.

Crude soya bean oil, barrels New York, 12¼c lb.; palm kernel oil, barrels New York, 9⅜c lb.; red oil, barrels New York, 10½@11c lb.; Niger palm oil, casks New York, 8½@8⅝c lb.; Lagos palm oil, casks New York, 9¼c lb.; glycerine (soaplye), 7½c lb.

The Week's Closing Markets

THURSDAY'S CLOSINGS

Provisions.

Hog products quiet and steady the latter part of the week due to holiday evening-up, and hedge pressure continued. Hogs strong; cash trade better, but speculative buying not aggressive.

Cottonseed Oil.

Cotton oil weaker, due to commission house March liquidation. Crude steady with cash demand slow, lard checking buying. Commission houses liquidating nearbys and buying futures. Southeast Valley crude, 9c bid; Texas, 8¾c bid.

Quotations on cottonseed oil at New York, Thursday noon, were: Feb., $10.55@11.00; Mar., $10.71@10.75; Apr., $10.75 @ 10.88; May, $10.80 @ 10.81; June, $10.80@10.95; July, $11.02@11.03; August, $11.10@11.13; Sept., $11.22@11.23.

Tallow.

Tallow, extra, 9⅝@9½c.

Stearine.

Stearine, oleo, 11¾c.

THURSDAY'S GENERAL MARKETS.

New York, Feb. 21, 1929. — Lard, prime western, $12.40@12.50; middle western, $12.20@12.30; city, 11⅝@11¾c; refined continent, 12⅝c; South American, 13⅛c; Brazil kegs, 14⅛c; compound, 12½c.

HULL OIL MARKET.

Hull, England, Feb. 20, 1929.—(By Cable.)—Refined cottonseed oil, 31s 9d; Egyptian crude cottonseed oil, 28s 3d.

LARD AND GREASE EXPORTS.

Exports of lard from New York, February 1, 1929, to February 20, 1929, 25,166,294 lbs.; tallow, none; grease, 1,238,200 lbs.; stearine, none.

FAREWELL TO DR. GRABFIELD.

Friends of Dr. Joseph P. Grabfield on the New York Produce Exchange presented him with a fully-equipped traveling bag at a luncheon given him on his retirement from business, after forty-one years with Morris & Co. and Armour and Company.

Mr. H. P. Kidd made the presentation address, in which he congratulated Dr. Grabfield on the completion of his long years of successful service, and wished him many years of use of the traveling bag presented by his friends.

The guests at the luncheon were Messrs. Arthur Snow, David Feldenheimer, A. Hodder, Philip Arthur, Arthur Dyer, Ed. Burr, Wm. Murphy, Walter Frazer, James Pierce, Monroe Washer, Morris Kullman, Ed. Stern, H. P. Kidd, Abr. Nachmann, Geo. Waxman, Richard Frankenfelder, Ed. Seh, Frank Roundey, John Roundey, R. C. Capps, Chas. Hollingshead, Earl Ryan, John Burns, Geo. Molleson, Robt. McVicker, Wallace Brindley, Chas. Kuh, Morris Drey and Wm. Jones.

BRITISH PROVISION CABLE

(Special Cable to The National Provisioner.)

Liverpool, Feb. 22, 1929.

General provision market dull; slow trade. Very poor demand for hams, shoulders and pure lard; no demand for picnics.

Thursday's prices were as follows: Liverpool shoulders, square, 76s; hams, American cut, 89s; hams, long cut, 98s; Cumberland cut, 75s; short backs, 83s; bellies, clear, 80s; Canadian, 84s; spot lard, 60s.

EUROPEAN PROVISION CABLES.

The market at Hamburg was steady, according to cable advices to the U. S. Department of Commerce. Stocks of lard were fair, with a medium demand. Receipts of lard for the week were 1,052 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 82,000 at a top Berlin price of 18.62c a pound, compared with 119,000 at 14.07c a pound the same week last year.

The Rotterdam market was firm with a fair demand on shipment. Business in spot goods was small because of ice obstructing navigation.

The market at Liverpool was firm and demand was medium. The Continental bacon market was strong and light arrivals expected because of the weather.

The total of pigs bought in Ireland for bacon curing was 24,000 for the week.

The estimated slaughter of Danish hogs for the week ended Feb. 15, 1929, was 67,000.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended February 16, 1929:

Point of origin.	Commodity.	Amount.
Argentine	Canned corned beef	585,000 lbs.
Argentine	Canned roast beef	107,100 lbs.
Canada	Boneless beef	18,586 lbs.
Canada	Frozen boneless veal	300 lbs.
Canada	Pork cuts	1,020 lbs.
Cuba	Quarters of beef	478
Cuba	Frozen beef cuts	9,765 lbs.
Germany	Sausage	4,699 lbs.
Germany	Hams	552 lbs.
Germany	Smoked hams and bacon	3,131 lbs.
Germany	Canned meat	7,125 lbs.
Italy	Sausage	20,270 lbs.
Switzerland	Sausage	175 lbs.
Switzerland	Bouillon cubes	1,305 lbs.
Uruguay	Canned roast beef	45,000 lbs.

CANADA INSPECTED SLAUGHTER.

Government inspected slaughters of cattle and sheep in Canada during January, 1929, were 9 per cent and 33 per cent, respectively, greater than slaughters reported for January, 1928. The hog kill decreased about 8 per cent, while the calf kill was about 2 per cent greater than that for the same month last year.

Inspected slaughters for January, 1929, compared with the corresponding month a year ago, as reported by the Dominion Live Stock Branch, were as follows:

	Jan., 1929.	Jan., 1928.
Cattle	57,175	52,853
Calves	14,004	13,775
Hogs	248,835	271,156
Sheep	35,062	26,090

HIDE AND SKIN EXCHANGE.

Because of conditions in the tanning industry which a futures exchange could materially improve, an effort will be made to have the New York Hide & Skin Exchange open for trading in May, at least a month earlier than was originally planned. The committee on housing has three locations for the exchange under consideration. All three sites are in the Wall street district. About half of the 250 members who, in addition to the charter members, will make up the new exchange, have been elected, and the remainder will be enrolled as quickly as the membership committee passes on the qualifications of the applicants. The committee has more than two hundred applications to pass on.

In order that the exchange may be thoroughly representative of the hide and skin industry, the membership committee is recommending to the board for election only such applicants who intend to make actual use of the trading facilities of the exchange.

"If ever an industry needed a market in which it could protect itself against severe losses, it is the industry which the New York Hide & Skin Exchange aims to serve," said President Milton R. Katzenberg. "From Dec. 15 last to date, in a space of two months, there has been a 30 per cent decline in the price of hides, entailing tremendous losses. Had there been a futures exchange, where buyers and sellers of hides could have hedged against their commitments, the greater part of these losses could have been avoided. This is by no means an isolated example, for the same conditions have been occurring in the industry for years past. The remedy is price insurance, which our exchange will supply through its hedging facilities."

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., for the week ended Feb. 16, 1929, with comparisons, were as follows:

Western dressed meats:	Week ended Feb. 16.	Prev. week.	Cor. week. 1928.
Steers, carcasses	1,940	2,607	2,163
Cows, carcasses	1,125	877	1,082
Bulls carcasses	274	341	276
Veals, carcasses	2,197	1,550	1,783
Lambs, carcasses	6,943	9,816	10,179
Mutton, carcasses	1,477	1,986	1,708
Pork, lbs.	730,884	620,470	552,443
Local slaughters:			
Cattle	1,415	1,357	1,000
Calves	1,730	1,716	2,303
Hogs	15,832	20,668	18,813
Sheep	3,941	4,699	4,765

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection for the week ended February 16, 1929, with comparisons, are officially reported as follows:

Western dressed meats:	Week ended Feb. 16.	Prev. week.	Cor. week. 1928.
Steers, carcasses	2,011	2,533	1,588
Cows, carcasses	1,643	2,000	2,353
Bulls, carcasses	56	52	63
Veals, carcasses	1,337	970	1,274
Lambs, carcasses	12,353	12,513	13,000
Mutton, carcasses	1,058	1,274	709
Pork, lbs.	522,791	503,637	562,641
Local slaughters:			
Cattle	1,169	1,357	1,452
Calves	1,634	1,620	2,200
Hogs	17,608	17,027	26,286
Sheep	3,084	3,142	2,337

Hide and Skin Markets

Chicago.

PACKER HIDES—The condition of the packer hide market showed considerable improvement during the week. There was a fairly active trade, with upwards of 100,000 hides thought to have moved. The hides moving dated well into February, and in some instances nothing prior to February was still held. The market continued firm at last week's prices, with ½c more paid for hides from St. Paul and Canada, where grubs are very light. All indications point to the end of the rather drastic decline that has continued over the past year.

Spready native steers moved in this market recently at 17c for a couple thousand; one lot dated August to date, another June to date. Heavy native steers sold this week at 14½c for regular points, and 1,500 January St. Pauls moved at 15c. Extreme native steers also sold steady at 14c for regular points, with a few St. Pauls bringing 14½c.

There was trading in butt branded steers at 14c and Colorados at 13½c. Heavy Texas steers sold at 14c, light Texas steers at 13½c and extreme light Texas steers at 13c, all steady prices.

Couple packers moved 14,000 February heavy native cows at 13½c, and three or four cars of St. Paul's moved at 14c, the usual ½c differential. There was a fair movement of light native cows, mostly February take-off, at 13½c for regular points; one car St. Pauls sold at 14c, and about 5,000 Canadians also sold at 14c, these containing very few grubs. Branded cows moved at 13c, a steady price.

Native bulls quoted 10c bid, 11c asked. Branded bulls last sold at 9¼c for northerns.

SMALL PACKER HIDES—With the apparent firmness in the big packer market, local small packers have been slow to offer out their March hides. Last trading locally was at 14c for February all-weight native steers and cows and 13c for branded; couple lots still understood on hand, but not being offered. Market quoted in a nominal way at 13½c for native all-weights and 12½@13c for branded. Some March hides were offered early at 13½c for natives. There was trading in the Pacific Coast market on small packer taffe-off, around 50,000 January hides moving at 11½c for steers and 11c for cows.

HIDE TRIMMINGS—Big packer hide trimmings quoted $35.00@36.00 per ton, Chicago basis. Small packer trimmings around $31.00@32.00, nominal.

COUNTRY HIDES — Country hide market is firmer and slight advances reported in price schedule. However, offerings are light and trading continues scattered. Some good all-weights, around 48 lb. average, reported sold at 12c, with earlier sales at 11½c, understood lighter average. Heavy cows and steers quoted nominally 11@11½c. Buff weights generally 12c asked, and this figure paid for 45/60 lb. weights; some dealers talk ½c higher. Fairly good demand for 25/45 lb. extremes at 13½c, which was paid in a limited way; stocks small in Chicago. Bulls quoted 8½@9c, selected. All-weight branded quoted 10@10½c, less Chicago freight.

CALFSKINS—Packer calfskins active and higher. One packer moved 14,000 February calf at 21c, northern basis, and about 10,000 February understood to have moved in another direction at the same figure. Late last week one packer moved 6,000 January calf at 20c, cleaning up Januarys. Another packer reports moving a moderate quantity of calf, export selection, at 22c and 22½c.

First salted Chicago city calf firmer; while last trading was at 18c, midweek a bid of 19c was reported. Mixed cities and countries quoted around 16½@17c, and some resalted skins, about half cities, reported sold at 16c.

KIPSKINS—Packer kipskins firmer and 19c asked for February natives, with last trading at 17½c for Januarys. Over-weights advanced 1c when a big packer moved 4,800 January overweights at 16½c. Branded kips quoted around 14½c, nom., with last trading at 13½c.

First salted Chicago city kips nominally around 17@17½c. Mixed cities and countries 15½@16c.

Packer regular slunks last sold at $1.30 and $1.35 now asked. Hairless slunks sold at 40c recently, with sales at 55c reported in another direction.

HORSEHIDES—Market appears a shade firmer, in sympathy with the hide market. Choice city renderers generally $5.50 asked, and up to $5.75 talked. Mixed lots range $4.50@5.00 asked.

SHEEPSKINS—Dry pelts quoted 23@25c per lb., according to section. One big packer moved a car of shearlings at $1.50 for No. 1's and $1.20 for No. 2's; this was steady for No. 1's but 5c lower on No. 2's and accounted for by poorer quality. Pickled skins quoted about unchanged to a shade easier, and around $8.75 per doz. straight run of packer lamb regarded as the nominal market at Chicago. New York market quoted $8.25@8.50, due to the poorer quality of skins available as compared with short time back.

Last trading at Chicago on graded skins was at $10.00 per doz. for blind ribby lambs and $8.75 for ribby lambs, but quoted nominally about 25c lower. Last trading on blind ribby sheep was at $11.50; one big packer moved small car ribby sheep at $9.87½c, or 12½c decline. Big packer wool lambs quoted $4.05 per cwt. live lamb at Chicago, with indications of 15c lower being paid next week; last trading at New York was at $4.10 per cwt. live lamb, salted basis. Small packer lambs quoted $2.50@2.75, top price reported paid.

PIGSKINS—There was some trading in No. 1 pigskin strips at 8c for delivery six months ahead, several cars involved; one car sold for earlier shipment late last week at 9c. Gelatine stocks quoted 5c paid.

New York.

PACKER HIDES—City packer hide market firm and active, with trading on full basis of Chicago prices. Around 20,000 January hides reported moved at 14½c for native steers, 14c for butt brands and 13½c for Colorados. Bulls quoted nominally at 10@10½c. January hides about cleaned up and better prices being talked for February take-off.

COUNTRY HIDES—Market somewhat firmer, but trading very light, due to scarcity of offerings. All-weights generally quoted 11½@12c. Buff weights generally held at 12c. Good 25/45 lb. extremes could be sold at 13½c for lightly grubby stocks.

CALFSKINS—Further trading reported on calfskins at slightly better prices. Sales of 5-7's reported early at $2.00, later at $2.05; trading in 7-9's at $2.25 to $2.35; 9-12's sold at $2.85.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended February 16, 1929, were 4,059,000 lbs.; previous week, 3,589,000 lbs.; same week, 1928, 6,678,000 lbs.; from January 1 to February 16, 1929, 26,067,000 lbs.; same period last year, 40,857,000 lbs.

Shipments of hides from Chicago for the week ended February 16, 1929, were 4,483,000 lbs.; previous week, 4,695,000 lbs.; same week, 1928, 5,502,000 lbs.; from January 1 to February 16, 1929, 30,796,000 lbs.; same period last year, 37,144,000 lbs.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending February 22, 1929, with comparisons, are reported as follows:

PACKER HIDES.

	Week ended, Feb. 22, '29.	Prev. week.	Cor. week, 1928.
Spr. nat. strs.	@17	17½@18n	26 @27n
Hvy. nat. Strs.	14½@15	@14½	@23½b
Hvy. Tex. strs.	@14	@14	@23n
Hvy. butt brnd'd strs.	@14	@14	@23
Hvy. Col. strs.	@13½	@13½	22b @22½ax
Ex-light Tex. strs.	@13	@13	21½@22n
Brnd'd cows.	@13	@13	21b @22ax
Hvy. nat. cows	13½@14	13½@14	22b @24ax
Lt. nat. cows.	13½@14	@13½	22b @24ax
Nat. bulls .	10b @11ax	10 @10½n	@18½
Brnd'd bulls.	9¼@ 9¾	9¼@ 9¾	17½@18
Calfskins ...	21 @22½	@20	@30
Kips, nat. ..	18½@19ax	@17½	@28
Kips, ov-wt. .	@16½	@15½	@26½
Kips, brnd'd.	@14½n	@13½	@25
Slunks, reg..	@1.35ax	@1.30	@1.50
Slunks, hrls..	40 @55	40 @55	90 @95

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts.	@13½ax	@13n	@22n
Branded	12½@13n	12 @12½n	21 @22n
Nat. bulls ..	@10n	@10n	@18
Brnd'd bulls.	@ 9n	@ 9n	@17
Calfskins ...	@19b	@18	@26½n
Kips	17 @17½n	@16	@25n
Slunks, reg...	@1.10	@1.10	@1.25n
Slunks, hrls..	@35	@35	70 @80n

COUNTRY HIDES.

Hvy. steers .	11 @11½	@11n	19 @19½
Hvy. cows .	11 @11½	@11n	18 @18½
Buffs	@12	11½@12n	20 @20½ax
Extremes ...	@13½	13 @13½	22 @22½
Bulls	8½@ 9	8½@ 9	15 @15½ax
Calfskins ...	15 @15½n	14½@15n	21 @22n
Kips	14 @14½n	13½@14n	21 @22n
Light calf ..	90 @1.00	90 @1.00	1.50@1.75
Deacons	90 @1.00	90 @1.00	1.35@1.50
Slunks, reg..	35 @50	35 @50	75 @1.00
Slunks, hrls..	10 @15	15 @20	25 @30
Horsehides ..	4.50@5.50	4.00@5.25	6.50@8.00ax
Hogskins ...	60 @70	60 @70	@80

SHEEPSKINS.

Pkr. lambs...	2.00@3.30	2.00@3.30	3.00@3.85
Sml. pkr. lambs	2.50@2.75	2.50@2.75	3.00@3.50
Pkr. shearlgs.	1.20@1.50	1.25@1.50	1.10@1.25
Dry pelts ...	23 @25	23 @25	28 @30

Do you know how to build your hide pack to avoid shrinkage and keep your hides in No. 1 condition? Ask the "Packer's Encyclopedia."

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Feb. 21, 1929.

CATTLE—Compared with the low time last week, common and medium steers are 25@50c higher; better grades, 50c@$1.00 up, practically all light yearlings being $1.00 higher; upturn from a week ago are not so pronounced, the closing market top being heavy and weak to lower, erasing part of week's upturn. Fat cows and cutters, about steady; bulls, strong to 25c higher; vealers, $2.00@2.50 higher; extreme top weighty steers, $14.75; short load yearlings, $15.00; bulk fat steers, $11.50@13.00. It was largely a forced market all week, values reaching top-heavy levels toward close; yearlings and light steers predominated in run; receipts slightly smaller than a week earlier, and beef tonnage considerably smaller; weighty feeder trade negligible, due largely to killer advance.

HOGS—Continued light receipts was the dominating factor in the week's hog trade and prices advanced to new high levels for the season, today's top reaching $10.75. Shipping demand was sharply curtailed, but big packers were consistently good buyers. Compared with last Thursday, today's quotations 15@25c higher on weighty averages over 160 lbs.; light lights and pigs, steady to 25c lower; packing sows, steady. Today's bulk 160 to 320 lb. weights, $10.50@10.70; 130 to 150 lb. averages, $9.25@10.25; packing sows, $9.75@10.00; pigs, $7.75@9.00; choice strongweights up to $9.50.

SHEEP—Improved shipper demand and reduced direct shipments after mid-week erased early declines and left fat lambs strong to 15c above a week ago or 25@40c above low time Tuesday. Fat ewes largely 25c lower than week ago. Tops for week: fat lambs, $17.35; yearling wethers, $14.50; fat ewes, $9.25 early. Bulks: fat lambs, $16.00@17.00; fat ewes, $8.00@9.00.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Feb. 21, 1929.

CATTLE—Compared with one week ago, steers, mixed yearlings and heifers 25c to mostly 50c higher, spots up more on steers. Cows and cutters, strong to 25c higher; low cutters, steady to strong; bulls, 25c lower; good and choice vealers, $1.25 higher. Tops for week: 1386-lb. matured steers, $12.00; 990-lb. yearlings, $11.75; 606-lb. mixed yearlings, $12.25; 732-lb. heifers, $11.85.

HOGS—Light receipts assisted local hog values to new high levels for the season. Compared with last Thursday, today's prices are 5@10c higher. Bulk of light and butcher hogs sold today at $10.40@10.65; top, $10.70; packing sows, $9.50@9.60.

SHEEP—Lambs and ewes are steady to 25c lower than a week ago. Bulk lambs to packers today, $15.50@16.00, city butchers paying up to $16.50 for choice grades. Fat ewes bulked at $8.50@9.50.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., Feb. 21, 1929.

CATTLE—Considerable reaction has been in evidence in the beef steer trade throughout the week, and most classes of fed steers and yearlings, including fed heifers, are closing at 50@75c higher levels against a week ago. Best yearlings scored $13.50 for the week's top; desirable medium weights brought $13.25, while heavy weights stopped at $13.00. Bulk of the fed arrivals cleared from $10.50@12.50. Slaughter cows met a good outlet at steady to 25c higher rates, but bulls moved slowly at steady to weak prices. Vealers and calves advanced 50c to $1.00, with the late veal top at $14.00.

HOGS—A broad shipping demand held the hog market on a firm basis all week, although the big packers have been extremely bearish toward any advance in prices. Final prices are strong to 10c higher than last Thursday, with offerings scaling under 225 lbs. in best demand. The late top reached $10.35, a new high level for the year. Packing grades are 10@15c higher, with $8.75@9.60 taking the bulk.

SHEEP—Fat lamb trade ruled rather dull and closing levels are 25@40c under a week ago. Best fed westerns sold at $16.00 on Monday and Thursday for the week's extreme top, while the bulk of the fed arrivals cashed at $15.50@15.85. Mature stock also met a slow trade and are around 25c lower for the week. Most of the fat ewes sold from $7.50@8.25, with odd bunches up to $9.00.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

South St. Paul, Minn., Feb. 20, 1929.

CATTLE—Sharply curtailed receipts boosted fat cattle values, as well as butcher stock, 25@50c or more for the period. Top medium-weight steers scored at $11.50; yearlings, $11.00; bulk all steers, $10.00@10.75. Common and medium fat cows sold at $7.00@8.25; heifers, $8.25@9.50; cutters, $5.50@6.75; bulls, $8.25@8.75; vealers, $13.50.

HOGS—Hog values worked higher all along the line, lights and butchers averaging 10@15c up; packing sows, 25@50c up; pigs, 50c higher, with light lights holding steady. Bulk of the lights and butchers today sold at $10.10@10.25; light lights and pigs, $9.75; packing sows, $9.50.

SHEEP — Fat lamb values were steady to 25c lower, desirable natives selling at $15.00@15.25; best fed offerings, $15.75; culls, $10.50@12.00. Sheep were unchanged, these selling at $7.50@8.50 according to condition.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Feb. 21, 1929.

CATTLE—Light receipts and some improvement in the market on dressed beef resulted in strong to higher prices on practically all killing classes. Fed steers and yearlings show an upturn of 25@75c for the week, choice weighty steers up most. Heifers were in broad demand, and prices advanced 50@75c. Cows gained 25@50c mostly. Vealers show little change. Choice weighty steers, averaging 1,400 lbs., turned at $13.25; light steers, $13.00; mixed yearlings, $12.75. Choice 650 lb. heifers cashed at $12.00.

HOGS — Marketward movement of hogs continues of seasonable volume, but with quality and finish below the standard of the same time a year ago. Market has carried a strong undertone with comparisons Thursday with Thursday showing prices firm. Thursday's bulk of 160-325 lb. weights sold at $9.90 @10.10; top, $10.15; sows, largely $9.40 @9.50.

SHEEP—Unevenness has featured in the outlet for fat lambs. The fore part of the week witnessed a sharp decline, but on Thursday part of the break was recovered, and comparisons Thursday with Thursday show values 25@30c lower. Fat sheep have held steady. Thursday's bulk of fed wooled lambs, $15.75@16.25; top, $16.35; fat ewes, $8.50@9.25; top, $9.40.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Feb. 21, 1929.

CATTLE—Sharp upward trends featured price developments in slaughter steer, yearling and she stock trade this week. Most steers and yearlings showed 25@50c upturns, while inbetween grade yearlings registered 50@75c gains. Fat she stock ruled mostly 25c higher and yearling heifers also indicated improvement. Bulls were strong, and vealers little changed. Choice heavy bullocks topped at $12.75; good to choice long yearlings, $12.50; good medium weight beeves, $11.40. Most fed steers and yearlings turned at $10.00@11.25; late bulk medium bulls, $8.25@8.50; veal top, $13.50.

HOGS—Butcher values ruled 15@25c higher, and choice 230-250 lb. weights topped at $10.15, highest since early October. Desirable 180-320 lb. averages bulked at $10.00@10.10, while medium grade lights dropped down to $9.75 largely. Packing sows were strong and sold up to $9.60.

SHEEP—Fat lambs were 25@40c lower, and sheep steady. Choice fed wooled lambs topped at $16.10; desirable grades bulked above $15.75, and half fat kinds dropped down to $15.40. Fat ewes bulked at $8.75@9.00, the latter price the top.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Feb. 21, 1929.

CATTLE—The local cattle trade responded to market supply curtailment, and a 50@75c advance, with extremes $1.00 higher, featured slaughter steers, yearlings and heifers. Cows ruled a quarter higher; vealers and bulls little changed. Bulk of slaughter steers and yearlings sold from $10.00@12.50, whereas few brought above $11.50 the week before. Week's top: $12.65 for matured beeves; $12.50 for yearlings. Heifers topped at $12.00. Top vealers, $13.50.

HOGS—A marked decrease in receipts, with generally active trading and a dime advance featured the hog market. The top at $10.30 was the highest since last October. Bulk of desirable butcher hogs, 170-325 lb., brought $10.00@10.25 at a late stage of the week. Packing sows, principally $9.25 @9.50.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ended February 14, 1929, with comparisons for the previous week and the same week last year:

BUTCHER STEERS.
1,000-1,200 lbs.

	Week ended Feb. 14	Prev. week.	Same week, 1928.
Toronto	$10.00	$10.00	$11.50
Montreal	9.90	10.40	10.50
Winnipeg	8.75	9.00	11.50
Calgary	8.25	9.25	10.50
Edmonton	8.00	8.75	10.50
Pr. Albert	8.50	8.50	....
Moose Jaw	8.75	8.00	9.60
Saskatoon	8.25	8.50	....
VEAL CALVES.			
Toronto	$16.50	$17.50	$17.00
Montreal	15.00	16.00	13.50
Winnipeg	14.00	15.00	15.00
Calgary	12.00	12.00	13.50
Edmonton	14.00	14.00	13.00
Pr. Albert	9.00	8.00	9.00
Moose Jaw	12.00	13.00	13.00
Saskatoon	12.00	12.00	....
SELECT BACON HOGS.			
Toronto	$11.25	$12.00	$ 9.90
Montreal	11.50	11.50	9.90
Winnipeg	10.50	10.50	9.10
Calgary	10.60	10.60	8.7
Edmonton	10.25	10.60	9.00
Pr. Albert	10.30	10.30	9.15
Moose Jaw	10.40	10.40	9.00
Saskatoon	10.30	10.30	....
GOOD LAMBS.			
Toronto	$15.00	$15.00	$14.75
Montreal	11.00	10.50	12.00
Winnipeg	13.50	13.50	13.00
Calgary	12.50	12.00	12.50
Edmonton	13.00	13.00	13.00
Pr. Albert	11.00	....	....
Moose Jaw	12.50	12.00	12.50
Saskatoon	....	....	....

RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets for week ended February 16, 1929, and comparative periods:

At 20 markets:	Cattle.*	Hogs.	Sheep.
Week ended Feb. 16	174,000	819,000	327,000
Week ago	169,000	815,000	257,000
1928	219,000	993,000	318,000
1927	228,000	573,000	268,000
1926	237,000	684,000	306,000
1925	235,000	871,000	256,000

At 11 markets:	Hogs.
Week ended Feb. 16	709,000
Previous week	728,000
1928	*890,000
1927	503,000
1926	620,000
1925	791,000

At 7 markets:	Cattle.*	Hogs.	Sheep.
Week ended Feb. 16	133,000	639,000	228,000
Previous week	131,000	645,000	191,000
1928	166,000	784,000	243,000
1927	175,000	445,000	195,000
1926	184,000	535,000	230,000
1925	180,000	685,000	180,000

*Calves at Omaha, St. Louis and St. Joseph, counted as cattle previous to 1927.

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at seven centers during the week ended Friday, Feb. 15, 1929:

Chicago	168,656
Kansas City, Kans.	85,597
Omaha	61,432
*St. Louis	60,075
Sioux City	50,636
St. Paul	61,443
New York City	37,349

*Includes East St. Louis, Ill.

CHICAGO HOG SUPPLIES.

Supplies of hogs purchased by Chicago packers and shippers during the week ended Thursday, Feb. 21, 1929, were as follows:

	Week ended Feb. 21.	Prev. week.
Packers' purchases	100,433	101,251
Direct to packers	50,746	48,382
Shippers' purchases	57,837	64,779
Total supplies	209,016	214,412

Watch the "Wanted" page for bargains.

RECEIPTS AT CENTERS

SATURDAY, FEBRUARY 16, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	21,000	4,000
Kansas City	400	2,000	....
Omaha	100	4,500	100
St. Louis	250	4,000	750
St. Joseph	100	2,000	3,000
Sioux City	200	4,000	500
St. Paul	200	1,500	100
Oklahoma City	100	600	....
Fort Worth	300	1,200	200
Milwaukee	....	....	....
Denver	400	1,300	9,200
Louisville	200	1,000	....
Wichita	300	1,300	400
Indianapolis	100	2,000	500
Cincinnati	100	1,000	100
Pittsburgh	....	1,000	300
Buffalo	100	800	....
Cleveland	100	1,200	100
Nashville, Tenn.	200	1,100	100
Toronto	100	1,500	100

MONDAY, FEBRUARY 18, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	16,000	58,000	18,000
Kansas City	11,000	12,000	8,000
Omaha	7,000	11,000	15,000
St. Louis	2,500	14,500	1,000
St. Joseph	2,000	4,500	8,000
Sioux City	2,500	7,000	1,500
St. Paul	2,000	13,000	4,500
Oklahoma City	900	1,800	....
Fort Worth	2,600	1,700	2,600
Milwaukee	200	1,300	100
Denver	2,100	4,400	5,400
Louisville	500	1,000	300
Wichita	1,000	3,400	800
Indianapolis	400	4,000	200
Pittsburgh	900	3,500	1,600
Cincinnati	1,300	2,300	200
Buffalo	1,200	8,000	6,000
Cleveland	900	3,500	2,400
Nashville, Tenn.	200	700	200
Toronto	2,800	2,400	2,200

TUESDAY, FEBRUARY 19, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	24,000	15,000
Kansas City	7,500	10,000	7,000
Omaha	4,000	12,500	13,000
St. Louis	1,500	12,000	1,500
St. Joseph	1,200	5,000	2,500
Sioux City	2,000	15,000	500
St. Paul	800	4,500	5,500
Oklahoma City	500	1,500	....
Fort Worth	1,800	2,000	200
Milwaukee	300	2,000	200
Denver	400	2,400	900
Louisville	300	1,000	200
Wichita	800	3,500	1,000
Indianapolis	800	6,000	1,000
Pittsburgh	100	300	100
Cincinnati	300	4,000	200
Buffalo	200	1,700	900
Cleveland	200	2,000	900
Nashville, Tenn.	400	1,000	200
Toronto	900	600	200

WEDNESDAY, FEBRUARY 20, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	23,000	13,000
Kansas City	6,000	9,000	4,000
Omaha	4,800	19,000	10,000
St. Louis	2,000	13,500	1,500
St. Joseph	2,000	8,000	4,000
Sioux City	2,000	17,500	700
St. Paul	2,200	10,000	800
Oklahoma City	600	2,400	....
Fort Worth	1,500	1,500	700
Milwaukee	200	1,600	400
Denver	500	1,800	1,000
Louisville	100	1,000	200
Wichita	400	3,200	400
Indianapolis	800	7,000	400
Pittsburgh	....	2,500	300
Cincinnati	300	3,600	100
Buffalo	100	1,500	1,000
Cleveland	300	3,000	1,200
Nashville, Tenn.	200	1,300	100
Toronto	1,000	1,600	200

THURSDAY, FEBRUARY 21, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	7,000	38,000	8,000
Kansas City	3,500	9,000	5,000
Omaha	3,500	17,000	9,000
St. Louis	2,000	12,000	800
St. Joseph	1,000	6,500	2,000
Sioux City	2,000	11,000	1,400
St. Paul	1,000	5,500	800
Oklahoma City	300	1,600	....
Fort Worth	1,400	1,600	500
Milwaukee	500	2,000	200
Denver	400	2,900	1,800
Louisville	200	2,000	400
Wichita	300	2,700	800
Indianapolis	900	5,000	300
Pittsburgh	....	1,200	500
Cincinnati	200	2,700	100
Buffalo	100	900	400
Cleveland	100	1,900	700
Nashville, Tenn.	100	1,000	300
Toronto	500	3,500	3,000

FRIDAY, FEBRUARY 22, 1929.

	Cattle.	Hogs.	Sheep.
Chicago	3,500	21,000	5,000
Kansas City	650	4,000	3,000
Omaha	1,200	11,000	13,000
St. Louis	800	11,000	13,000
St. Joseph	700	5,000	5,000
Sioux City	1,500	10,500	2,500
St. Paul	700	5,000	1,200
Oklahoma City	500	1,400	....
Fort Worth	700	900	350
Milwaukee	200	800	100
Denver	100	1,300	8,500
Wichita	200	1,900	500
Indianapolis	500	6,000	400
Pittsburgh	25	1,500	300
Cincinnati	375	1,700	100
Buffalo	50	1,600	2,000
Cleveland	100	1,600	400

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Feb. 21, 1929, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	S. PAUL.
Hvy. wt. (250-350 lbs.) med-ch.	$10.35@10.70	$10.10@10.50	$ 9.75@10.00	$ 9.60@10.25	$10.10@10.25
Med. wt. (200-250 lbs.) med-ch.	10.35@10.75	10.25@10.70	9.75@10.10	9.80@10.35	10.10@10.50
Lt. wt. (160-200 lbs.) com-ch.	10.35@10.75	10.25@10.70	9.65@10.10	9.60@10.30	10.00@10.50
Lt. lt. (130-160 lbs.) com-ch.	9.00@10.65	9.00@10.65	8.75@10.00	8.60@10.15	9.75@10.50
Packing sows, smooth and rough	9.40@10.00	9.15@ 9.65	9.35@ 9.65	8.50@ 9.60	9.25@ 9.75
Sltr. pigs (130 lbs. down) med-ch	....	7.00@ 9.50	7.75@ 8.75	7.65@ 8.65	9.50@ 9.75
Av. cost and wt., Tue. (pigs excl.)	10.46-230 lb.	10.35-216 lb.	9.85-243 lb.	9.96-247 lb.	9.25-975 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch	12.25@14.50	....	....	....	....
STEERS (1,300-1,500 LBS.):					
Choice	13.50@14.50	12.50@14.00	12.25@13.75	12.50@14.00	12.50@13.50
Good	12.50@13.75	11.25@12.50	11.25@12.25	11.50@12.50	11.00@12.50
STEERS (1,100-1,300 LBS.):					
Choice	13.50@14.75	12.75@14.25	12.25@14.00	12.50@14.25	12.50@13.75
Good	12.75@13.75	11.50@13.00	11.50@12.50	11.50@13.00	11.25@12.50
STEERS (950-1,100 LBS.):					
Choice	13.75@15.00	12.75@14.25	12.50@14.25	13.00@14.25	12.75@14.00
Good	12.25@14.00	11.50@13.00	11.50@12.75	11.65@13.25	11.25@12.75
STEERS (800 LBS. UP):					
Medium	11.00@12.50	10.25@11.50	10.00@11.50	10.25@11.65	9.75@11.00
Common	9.00@11.25	8.00@10.50	8.25@10.00	8.25@10.25	8.00@ 9.75
STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):					
Choice	13.75@15.00	12.75@14.50	12.50@14.25	13.25@14.50	12.75@14.00
Good	12.50@14.00	11.50@12.75	11.50@12.50	11.65@13.25	11.25@12.75
HEIFERS (850 LBS. DOWN):					
Choice	12.75@13.75	11.75@13.25	11.50@12.50	11.50@13.00	12.00@13.00
Good	11.25@13.00	10.75@11.75	10.75@11.50	10.25@12.00	10.25@12.00
Common-med.	8.00@11.25	7.50@10.75	7.50@10.75	7.50@10.50	7.50@10.25
HEIFERS (850 LBS. UP):					
Choice	10.75@12.75	10.25@12.00	10.00@11.75	10.25@12.00	10.00@12.00
Good	9.25@12.50	9.50@11.75	9.25@11.25	9.00@11.50	9.50@11.00
Medium	8.50@11.25	8.00@10.75	8.00@10.25	8.25@10.25	8.00@ 9.75
COWS:					
Choice	9.50@10.25	8.75@ 9.50	9.25@10.00	9.00@ 9.75	9.50@10.25
Good	8.50@ 9.50	8.00@ 8.75	8.50@ 9.25	8.25@ 9.00	8.50@ 9.50
Common-med.	6.75@ 8.50	7.00@ 8.00	7.00@ 8.50	6.75@ 8.25	7.00@ 8.50
Low cutter and cutter	6.00@ 6.75	5.25@ 7.00	5.50@ 7.00	5.25@ 6.75	5.25@ 7.00
BULLS (YEARLINGS EXC.).					
Beef Good-ch.	9.40@10.50	8.75@10.00	8.75@ 9.75	8.75@ 9.75	8.75@ 9.75
Cutter-med.	8.00@ 9.40	6.75@ 8.75	7.25@ 8.75	6.75@ 8.75	7.50@ 9.00
CALVES (500 LBS. DOWN):					
Medium-ch.	9.00@12.00	9.00@11.50	8.50@11.00	9.50@12.00	8.00@11.50
Cull-common	6.00@ 9.00	6.00@ 9.00	6.00@ 8.50	6.50@ 9.50	5.75@ 8.00
VEALERS (MILK-FED):					
Good-ch.	14.50@17.00	15.25@16.75	12.00@14.00	12.00@14.00	12.00@14.50
Medium	12.50@14.50	12.75@15.25	10.50@12.00	9.00@12.00	9.00@12.00
Cull-common	8.00@12.50	6.00@12.75	6.50@10.50	6.00@ 9.00	6.00@ 9.00
SLAUGHTER SHEEP AND LAMBS:					
Lambs (84 lbs. down) good-ch.	16.00@17.35	15.50@16.50	15.50@16.35	15.25@16.00	15.00@16.25
Lambs (92 lbs. down) medium	14.75@16.00	13.50@15.50	14.25@15.50	14.25@15.25	14.00@15.00
Lambs (all weights) cull-common	11.00@14.75	10.00@13.50	10.50@14.25	10.00@14.25	10.00@14.00
Yearlings wethers (110 lbs. down) medium-choice	11.00@14.75	10.00@13.50	10.25@13.75	11.00@14.25	10.00@14.00
Ewes (120 lbs. down) med.-ch.	7.75@ 9.25	7.75@ 9.50	7.75@ 9.50	7.25@ 9.00	7.25@ 8.50
Ewes (120-150 lbs.) medium-ch.	7.50@ 9.00	7.25@ 9.25	7.50@ 9.25	7.00@ 8.75	7.00@ 8.50
Ewes (all weights) cull-common	3.75@ 7.75	3.75@ 7.75	3.25@ 7.75	3.50@ 7.25	2.50@ 7.25

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ended February 16, 1929, with comparisons:

CATTLE.

	Week ended Feb. 16.	Prev. week.	Cor. week, 1928.
Chicago	18,890	24,045	22,064
Kansas City	16,001	17,906	22,477
Omaha	16,029	13,725	20,989
St. Louis	8,429	7,896	9,824
St. Joseph	7,028	6,129	8,000
Sioux City	8,117	7,600	8,639
Wichita	1,742	1,623	....
Fort Worth	4,793	4,448	6,551
Philadelphia	1,415	1,357	1,600
Indianapolis	1,072	904	4,510
Boston	1,169	1,357	1,452
New York & J. C.	7,921	8,665	9,447
Oklahoma City	3,924	2,985	3,000
Cincinnati	2,797	2,891	....
Denver	2,612	2,632	....
Total	101,939	104,163	119,543

HOGS.

	Week ended Feb. 16.	Prev. week.	Cor. week, 1928.
Chicago	168,656	142,552	234,700
Kansas City	34,056	40,346	57,446
Omaha	61,796	61,862	74,066
St. Louis	25,791	27,608	47,599
St. Joseph	38,113	18,592	36,485
Sioux City	48,837	44,815	59,071
Wichita	7,861	5,627	....
Fort Worth	10,903	5,982	12,116
Philadelphia	15,832	20,668	18,813
Indianapolis	20,626	27,037	63,356
Boston	17,608	17,027	26,286
New York & J. C.	54,402	60,032	69,969
Oklahoma City	9,878	6,466	8,088
Cincinnati	22,795	30,249	....
Denver	15,997	16,228	....
Total	553,151	525,091	707,995

SHEEP.

	Week ended Feb. 16.	Prev. week.	Cor. week, 1928.
Chicago	49,491	34,532	46,688
Kansas City	26,434	23,681	23,593
Omaha	40,506	33,175	40,720
St. Louis	3,170	3,704	4,911
St. Joseph	30,497	24,423	29,702
Sioux City	13,210	10,235	12,268
Wichita	2,850	1,981	....
Fort Worth	2,235	3,276	2,776
Philadelphia	3,941	4,699	4,765
Indianapolis	433	663	2,528
Boston	3,084	3,142	3,327
New York & J. C.	46,555	51,995	49,176
Oklahoma City	143	113	59
Cincinnati	730	923	....
Denver	3,399	2,367	....
Total	226,678	198,909	220,513

How much hair does the average hog carcass yield? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, February 16, 1929, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	4,884	9,125	20,858
Swift & Co.	4,900	11,490	18,276
Morris & Co.	1,977	4,828	3,065
Wilson & Co.	3,420	5,381	7,292
Anglo-Amer. Prov. Co.	1,008	5,428	....
G. H. Hammond Co.	2,041	5,520	....
Libby, McNeill & Libby.	660	....	....

Brennan Packing Co., 7,615 hogs; Independent Packing Co., 5,325 hogs; Boyd, Lunham & Co., 5,425 hogs; Western Packing & Provision Co., 10,424 hogs; Agar Pkg. Co., 7,009 hogs; others, 103,855 hogs.

Totals: Cattle, 18,890; calves, 8,326; hogs, 180,425; sheep, 49,491.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,114	768	5,413	4,763
Cudahy Packing Co.	2,443	637	4,906	6,342
Fowler Packing Co.	434	....	....	....
Morris & Co.	1,874	518	3,578	3,425
Swift & Co.	2,700	344	11,932	7,483
Wilson & Co.	2,741	522	6,218	4,405
Local Butchers	848	58	2,009	16
Total	13,154	2,847	34,056	26,434

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,458	14,803	13,150
Cudahy Pkg. Co.	4,192	13,504	8,469
Dold Pkg. Co.	830	5,684	....
Morris & Co.	1,575	7,558	4,960
Swift & Co.	4,000	13,212	16,813
Eagle Pkg. Co.	16	....	....
Glassburg, M.	3	....	....
Hoffman Bros.	59	....	....
Mayerowich & Vail	21	....	....
Omaha Pkg. Co.	55	....	....
J. Rife Pkg. Co.	8	....	....
J. Roth & Sons	61	....	....
So. Omaha Pkg. Co.	54	....	....
Lincoln Pkg. Co.	212	....	....
Morrell Pkg. Co.	113	....	....
Nagle Pkg. Co.	229	....	....
Sinclair Pkg. Co.	321	....	....
Wilson & Co.	109	....	....
Kennett-Murray	....	4,658	....
J. W. Murphy	....	10,534	....
Others	....	17,903	....
Total	16,316	87,856	43,392

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,231	544	2,884	914
Swift & Co.	2,406	918	5,078	985
Morris & Co.	1,465	472	1,044	20
East Side P. Co.	1,241	10	2,551	....
Others	2,086	606	14,234	1,251
Total	8,429	2,610	25,791	3,170

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,547	670	16,723	20,159
Armour and Company	1,512	376	14,712	6,726
Morris and Company	1,601	248	6,447	3,150
Others	2,540	17	5,601	5,960
Total	8,200	1,311	43,483	35,995

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,945	198	19,916	3,945
Armour and Co.	2,881	151	19,047	4,837
Swift & Co.	1,662	176	10,710	4,897
Smith Bros.	11	2	66	....
Local Butchers	177	16	....	....
Others	1,337	267	16,944	....
Total	9,013	810	66,683	13,679

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,293	408	4,642	66
Wilson & Co.	1,540	587	4,663	76
Others	96	....	573	....
Total	2,929	995	9,878	142

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	773	438	13,228	2,834
Dold Pkg. Co.	346	16	6,840	16
Wichita D. Beef Co.	15	....	....	....
Dunn-Ostertag	76	....	....	....
Keefe-LeStourgeon	38	....	....	....
Fred W. Dold	40	....	99	....
Total	1,288	454	20,167	2,850

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Company	812	129	6,526	16,204
Armour and Company	600	102	8,157	20,990
Blayney-Murphy	323	102	2,516	....
Others	581	95	1,498	259
Total	2,316	428	18,697	37,453

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Company	2,314	3,263	22,494	2,272
Cudahy Packing Co.	424	1,174	....	....
Hertz Bros.	148	25	....	....
Swift & Company	3,581	5,091	28,112	3,395
United Packing Co.	1,239	129	....	4
Others	349	82	15,148	....
Total	8,055	9,764	65,754	5,671

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,203	5,499	6,352	717
U. D. B. Co., N. Y.	16	....	....	....
The Layton Co.	....	....	1,460	....
R. Gumz & Co.	108	30	134	1
Armour & Co.	514	2,783	....	....
Butchers	219	237	202	157
Traders	295	63	17	10
Total	2,355	8,612	8,165	885

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	623	2,018	24,440	2,087
Kingan & Co.	1,070	719	11,000	433
Indianapolis Abt. Co.	776	262	1,056	....
Armour & Co.	445	15	2,145	29
Hilgemeier Bros.	4	....	1,350	....
Brown Bros.	55	12	100	11
Riverview Pkg. Co.	16	....	225	....
Schussler Pkg. Co.	39	....	422	....
Meier Pkg. Co.	102	10	405	4
Ind. Prov. Co.	22	6	419	21
Maas-Hartman Co.	27	7	....	....
Art Wabnitz	9	46	....	43
Hoosier Abt. Co.	10	....	....	....
Others	308	76	285	70
Total	3,506	3,171	42,447	2,698

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
Ideal Pkg. Co.	....	....	625	....
C. A. Freund	96	49	168	....
S. W. Gall	....	8	....	124
J. Hilberg & Son	116	....	....	27
Gus. Juengling	79	107	....	75
E. Kahn's Sons Co.	642	528	1,615	88
Kroger Groc. & B. Co.	90	70	1,267	....
Lohrey Pkg. Co.	2	....	307	....
H. H. Meyer P. Co.	4	....	1,026	....
W. G. Rehn & Son	80	27	....	....
A. Sander Pkg. Co.	10	....	422	....
J. Schlachter & Son	234	168	....	108
J. & F. Schroth P. Co.	21	....	1,352	....
Vogel & Son	8	5	426	....
J. F. Stegner	206	107	....	....
Foreign	157	789	4,296	411
Total	1,747	1,858	12,104	833

RECAPITULATION.

Recapitulation of packers, purchases by markets for the week ended February 16, 1929, with comparisons:

CATTLE.

	Week ended Feb. 16.	Prev. week.	Cor. week, 1928.
Chicago	18,890	24,045	22,064
Kansas City	13,154	14,987	17,796
*Omaha	16,316	14,895	21,130
St. Louis	8,429	7,896	9,826
St. Joseph	8,200	7,043	8,922
Sioux City	9,013	7,510	10,495
Oklahoma City	2,929	2,392	3,124
Indianapolis	3,506	3,899	4,407
Cincinnati	1,747	2,131	1,687
Milwaukee	2,355	2,547	2,852
Wichita	1,288	1,182	1,612
Denver	2,316	1,745	......
St. Paul	8,055	7,943	11,105
Total	96,198	98,215	115,020

*Includes calves.

HOGS.

	Week ended Feb. 16.	Prev. week.	Cor. week, 1928.
Chicago	180,425	142,552	234,700
Kansas City	34,056	40,346	57,446
Omaha	87,856	86,829	106,886
St. Louis	25,791	27,608	47,599
St. Joseph	43,483	31,665	47,473
Sioux City	66,683	69,199	88,612
Oklahoma City	9,878	6,466	8,088
Indianapolis	42,447	37,144	53,836
Cincinnati	12,104	25,198	22,856
Milwaukee	8,165	9,669	13,912
Wichita	20,167	17,429	19,995
Denver	18,697	16,519	......
St. Paul	65,754	63,654	77,914
Total	615,506	574,258	779,317

SHEEP.

	Week ended Feb. 16.	Prev. week.	Cor. week, 1928.
Chicago	49,491	34,532	46,688
Kansas City	26,434	23,681	23,593
Omaha	43,392	36,575	47,985
St. Louis	3,170	3,704	4,9[illegible]
St. Joseph	35,995	29,381	34,899
Sioux City	13,679	11,205	2,698
Oklahoma City	142	113	59
Indianapolis	2,698	4,031	2,598
Cincinnati	833	709	528
Milwaukee	885	450	552
Wichita	2,850	1,981	1,559
Denver	37,453	21,563	......
St. Paul	5,671	6,350	7,910
Total	222,693	174,275	173,980

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 11	18,559	2,830	61,770	14,075
Tues., Feb. 12	6,765	2,665	37,690	9,347
Wed., Feb. 13	6,403	2,647	22,626	14,409
Thur., Feb. 14	6,346	2,937	48,643	9,464
Fri., Feb. 15	3,244	919	49,408	13,603
Sat., Feb. 16	300	200	20,000	3,000
Total for week	41,617	12,198	240,137	63,898
Previous week	45,737	15,220	240,581	55,233
Year ago	46,760	15,211	293,632	76,489
Two years ago	57,565	13,837	140,421	81,824

Year's receipts to Feb. 16, with comparative totals:

	February 1929.	February 1928.	Year 1929.	Year 1928.
Cattle	90,865	110,774	314,651	333,722
Calves	28,796	36,027	88,280	100,460
Hogs	525,699	675,903	1,614,187	1,744,171
Sheep	134,387	177,959	458,546	518,645

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 11	4,670	71	19,125	1,977
Tues., Feb. 12	2,281	....	10,133	3,199
Wed., Feb. 13	2,146	32	6,028	3,065
Thur., Feb. 14	2,302	133	9,521	2,387
Fri., Feb. 15	1,459	100	9,703	3,545
Sat., Feb. 16	100	....	2,000	1,000
Total for week	12,908	336	56,510	15,173
Previous week	12,241	623	93,371	20,386
Year ago	13,452	693	85,184	20,324
Two years ago	17,513	929	57,000	29,178

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Feb. 16	$11.45	$10.20	$ 7.35	$16.40
Previous week	11.85	9.80	7.50	16.40
1928	12.80	8.10	8.50	15.50
1927	10.60	11.70	7.75	12.95
1926	9.70	12.45	9.25	14.00
1925	9.05	10.90	8.40	17.65
1924	9.30	7.05	8.60	14.30
Av. 1924-1928	$10.30	$10.05	$ 8.50	$14.90

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended Feb. 16	28,000	184,000	48,700
Previous week	33 496	147,210	34,847
1928	33,312	208,448	56,165
1927	40,052	83,421	52,646
1926	36,620	109 875	64,559
1925	36,140	168,318	40,503
1924	31,687	170,065	43,008

*Saturday, Feb. 16, estimated.

HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weight and top and average price of hogs, with comparisons:

	No. received.	Average Wgt. lbs.	Prices Top.	Prices Avg.
*Week ended Feb. 16	240,100	230	$10.65	$10.20
Previous week	240,581	231	10.40	9.80
1928	293,632	231	8.50	8.10
1927	140 421	234	12.25	11.70
1926	174,841	238	13.85	12.45
1925	233,672	224	11.40	10.90
1924	275,092	229	7.40	7.05
5 yr. av., 1924-1928	223,500	231	$10.70	$10.05

CHICAGO HOG SLAUGHTERS.

Hogs slaughtered at Chicago under federal inspection for week ended Feb. 16, 1929, with comparisons:

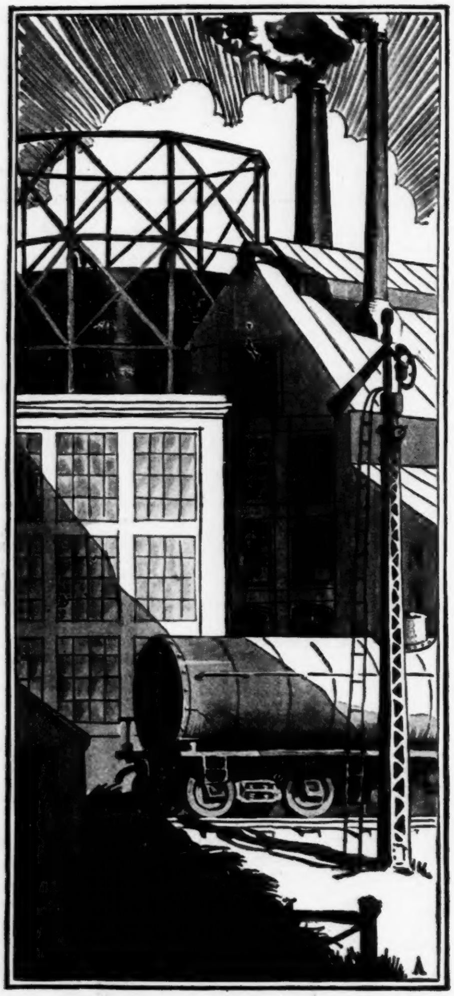
Week ended Feb. 16	168,656
Previous week	142,552
Year ago	234,700
1927	92,100
1926	99,600
1925	170,000

*Receipts and average weights estimated.

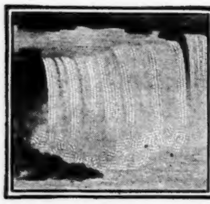
LIVESTOCK AT 67 MARKETS.

Receipts and disposition of livestock at 67 leading markets during January, 1929, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Receipts.	Local slaughter.	Total shipments.
CATTLE.			
Total	1,156,572	706,709	429,879
Jan. average, 5 yrs., 1924-28	1,330,874	766,596	527,587
CALVES.			
Total	478,224	344,642	137,010
Jan. average, 5 yrs., 1924-28	508,908	366,572	155,803
HOGS.			
Total	5,061,222	3,166,480	1,891,497
Jan. average, 5 yrs., 1924-28	5,243,782	3,356,697	1,866,157
SHEEP AND LAMBS.			
Total	1,875,680	1,089,623	837,158
Jan. average, 5 yrs., 1924-28	1,631,345	895,407	735,797



A Valuable Basic Chemical—From the Air at Niagara



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Ice and Refrigeration

REFRIGERATION NOTES.

The Central Atlantic States Service Corp. is planning the immediate construction of a cold storage plant at Waynesboro, Va.

Work on the cold storage plant now being erected at McPherson, Kans., by S. M. Jones and associates has been delayed by bad weather, but probably will be completed about April 1st.

Interests headed by A. W. Kalb recently purchased two sites in Port Clinton, O., on which it is planned to erect a cold storage plant and an artificial ice plant in the near future. A plant also is contemplated for Sandusky, O.

The Gulf Ice & Cold Storage Co. is drawing plans for constructing a large cold storage plant in Ozark, Ala.

A $500,000 icing and cold storage plant is planned for erection at Salinas, Calif., by the Union Ice Co., according to recent announcement. A site has already been purchased.

Opening of the new $1,600,000 cold storage warehouse of the Camden Rail & Harbor Terminal Corp. at Camden, N. J., was celebrated recently with a dinner given to members of the local Rotary Club, followed by an inspection trip through the plant.

The R. J. Smith Co., Somerset, Ky., is remodeling recently purchased properties into a cold storage plant. The alternations will cost approximately $15,000, and are to be completed about April 1.

Rufus, William and Benjamin Schuur of Kalamazoo, Mich., have purchased a site in Decatur, Mich., on which it is planned to erect a cold storage plant early this spring.

CORK INSULATION.

What is said to be the first complete treatise on the sources, harvesting, manufacture, distribution and uses of cork and cork insulation products has come off the press recently.

"Cork Products," by Pearl Edwin Thomas, identified with the cork and insulation industries since 1912, is intended for the use of the architect, engineer, consulting expert, equipment designer, car and steamship builder, plant owner and industrial manager—for everyone interested in any way in refrigeration, ice making, cold storage, the operation of markets, dairies, creameries, ice cream plants, etc.

The book contains a wealth of general and technical information on cork and cork insulation under the following paragraphs:

The origin of cork; cork stripping; use of corkboard and utilization of cork waste; early forms of cork insulation; discovery of Smith's consolidated cork, and the first pure cork insulation; extent of cork industry; heat temperature and thermal expansion; measurement of heat, change of state and humidity; transfer of heat; determination of the heat conductivity of various materials.

Requirements of a satisfactory insulation for cold storage temperatures; proper thickness of corkboard to use, and structural suggestions; complete specifications for the erection of corkboard; complete directions for the proper application of corkboard insulation; history of refrigeration to preserve foodstuffs.

The appendix is devoted largely to refrigerator cars and the transportation of perishable products under refrigeration. Here are considered such subjects as refrigeration in transit, the ability of refrigerator cars to carry perishable products, the development of the standard refrigerator car, specifications for refrigerator car insulation, cork pipe covering specifications and instructions for the proper application of cork pipe covering, and others.

"Cork insulation" contains 534 pages and is published by Nickerson & Collins Co., Chicago.

EDIBLE FATS INTO POLAND.

Imports of edible fats into Poland in the first nine months of 1928 amounted to 18,602 tons valued at approximately $5,100,000, according to reports to the U. S. Department of Commerce. This compares with imports of 18,173 tons for all of 1927, 7,958 tons in 1926, 12,724 tons in 1925 and 20,819 tons in 1924.

Imports of vegetable oils into Poland totaled 1,169 tons the first nine months last year, valued at approximately $747,000, compared with 1,737 tons in all of 1927, 1,309 tons in 1926, 2,479 tons in 1925 and 4,764 tons in 1924. The import of edible oils, most of which are imported from France, reached 268 tons the first three quarters of 1928, against 280 tons the preceding 12 months, 126 tons in 1926, 245 tons in 1925 and 303 tons in 1924. Margarine imports have been restricted by an increased duty.

POLISH LIVESTOCK GROUP.

A syndicate of hog and cattle exporters, according to official announcement, has been organized in Poland and will have its headquarters at Warsaw. It will maintain branch offices in each of the provinces to keep in touch with individual exporters and to distribute export quotas established by the executive staff.

The program of the syndicate will include the following provisions: (1) Regulation of supplies to the Vienna and Prague markets, to avoid excessive price fluctuations; (2) exploitation of new export markets for hogs and cattle; (3) supplying local bacon factories with hogs and promoting the domestic meat industry; (4) cooperation with agricultural societies in matters of selective breeding, and (5) exporting Polish hogs and cattle independent of foreign capital.

The Polish government is encouraging and supporting the exportation of Polish hogs and meat products, and in the past few years has been active in establishing export abattoirs and three large bacon factories. Special emphasis is placed on exporting meat products rather than livestock, and in developing an English market for standard high grade Polish bacon.

The present annual production of hogs in the country is about 6,500,000 head, of which 5,000,000 head are consumed at home. It is hoped to increase the export volume by improving and encouraging hog breeding among Polish farmers.

DEC. FEDERAL SLAUGHTERS.

Livestock slaughtered under federal inspection at various centers in the United States during December, 1928, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Baltimore .	5,652	716	94,044	1,178
Buffalo ...	7,081	2,004	95,550	6,724
Chicago ..	145,415	50,210	874,744	193,869
Cincinnati.	10,946	4,984	110,881	4,191
Cleveland .	7,073	5,374	113,717	10,994
Denver ...	9,846	1,855	43,338	8,348
Detroit ...	6,157	6,148	146,109	20,723
Fort Worth	27,637	22,303	33,109	11,287
Indianapolis	18,684	3,159	175,888	3,581
Kansas City	65,800	13,931	383,313	87,552
Milwaukee.	13,718	40,271	190,915	3,534
National Stock Yards ..	30,100	4,270	151,354	16,510
New York.	32,033	46,403	141,364	204,847
Omaha ...	54,273	5,798	197,315	128,522
Phila.	5,271	4,932	88,359	12,870
St. Louis..	12,031	3,815	181,196	3,427
Sioux City.	27,909	2,561	154,736	59,891
South St. Joseph ..	28,368	6,058	149,478	88,480
South St. Paul ...	39,334	51,095	356,655	51,686
Wichita ...	4,526	1,894	72,404	3,339
Other points	120,025	62,923	2,027,567	131,168
Total:				
Dec., 1928	666,879	340,699	5,782,036	1,052,721
Dec., 1927	761,143	376,486	4,868,608	1,093,964
12 mos. ended Dec.,'28	8,467,308	4,679,922	49,705,408	13,468,171
12 mos. ended Dec.,'27	9,520,104	4,875,907	43,633,460	12,883,039

Inspections of lard at all establishments, 200,905,987, inspection lbs.; compound and other substitutes, 31,421,459, inspection lbs.; sausage, 55,938,443, inspection lbs.

Corresponding inspections for December, 1927: Lard, 166,406,001, inspection lbs.; compound and other substitutes, 33,614,345, inspection lbs.; sausage, 60,080,042, inspection lbs.

(These totals of inspection pounds do not represent actual production, as the same product may have been inspected and recorded more than once in the process of manufacture.)

TELEPHONE RATE REDUCTIONS.

A reduction in day rates for toll and long distance telephone calls in the Bell System, representing a saving to the public annually of more than $5,000,000, became effective on February 1, 1929. This reduction, the third in a little more than two years, affects calls between points from 130 to 1,490 miles apart.

From 5 to 25 cents has been cut from charges for station-to-station three-minute calls within the specified distances. Middle distance station-to-station rates will enjoy a reduction of as much as thirteen per cent, while an equivalent saving will be made for person-to-person service. Evening and night station-to-station rates remain at their present levels.

Under the new schedule, the station-to-station day rate for three minutes (basic rate) on a call from New York to Cleveland, or from Chicago to either Pittsburgh or Omaha, is reduced from $2.05 to $1.80. New York-Chicago calls now cost $3.00 instead of $3.25. Charges on Denver-San Francisco or New York-Palm Beach calls have been cut from $4.00 to $3.75.

One feature of the latest rate

schedule is the elimination of extra charges for appointment and messenger calls. These classes of service are now given at person-to-person rates. The only additional charge in the case of messenger calls is the actual cost of the messenger service.

SELL DIAMOND CRYSTAL SALT.

From the various branch offices of the Diamond Crystal Salt Company, located in New York, Boston, Detroit, Chicago, Minneapolis, Atlanta, Dallas, San Francisco and Toronto, come reports of unusual prosperity and unusual buying activity this year.

The Diamond Crystal organization is capitalizing particularly on a campaign of consumer advertising in which the advertisements are actually built out of salt itself, which campaign is supplemented by comprehensive advertising in farm magazines and in leading trade journals reaching the meat packing, dairy, baking, canning and milling industries.

Sales meetings have been held this year in Chicago, Atlanta and Dallas and meetings are scheduled for the other branches in the immediate future. J. J. LeClare, general sales manager, has attended all of the meetings.

BRITISH MEAT IMPORTS FALL.

Imports of bacon into Great Britain during December, 1928, totaled 76,720,000 lbs., a decrease of 2,576,000 lbs. from the preceding month, and 3,920,000 lbs. below the total for December, 1927, according to cable advices to the U. S. Bureau of Agricultural Economics. Imports from the United States totaled 2,800,000 in December, an increase over the preceding two months but a decrease from one year previous. Imports of Danish bacon showed considerable decreases, both from November, 1928, and from the previous year.

Imports of hams, most of which come from the United States, totaled 7,280,000 lbs. in December, 1928, an increase over the preceding two months but slightly below December, 1927. Lard imports, aggregating 15,324,000 lbs., decreased 5,000,000 lbs. from November and 7,000,000 lbs. from December the previous year.

1928 HIDE AND SKIN IMPORTS.

Imports of hides and skins into the United States during 1928 showed an increase of approximately 59,000,000 lbs. and an increased revenue of approximately $38,000,000 over 1927, according to the U. S. Department of Commerce. Hide and skin imports in the past year totaled 506,021,501 lbs. valued at $150,809,555, compared with 447,143,127 lbs. valued at $112,845,681 the previous year.

Receipts of cattle hides from abroad, including dry or dry salted and wet salted, in 1928 exceeded 1927 by 38,941,371 lbs., 1,013,038 pieces and $22,334,885. Imports for the two years were: 1928—276,175,123 lbs., 6,155,698 pieces, $63,694,386 value; 1927—237,233,752 lbs., 5,142,660 pieces, $41,359,501 value.

Kip and calfskin imports, including dry and salted and wet salted, showed a slight increase in 1928 over the preceding year, totaling 45,335,725 lbs., 6,974,951 pieces, valued at $16,104,535 in 1928, against 44,070,322 lbs., 6,973,216 pieces, valued at $13,109,330 in 1927.

The import of sheep and lambskins in 1928 exceeded 1927 by some 5,800,000 lbs. and $4,600,000. Comparative figures are: 1928—63,191,979 lbs., 25,619,673 pieces, $20,730,983 value; 1927—57,348,639 lbs., 22,457,905 pieces, $16,148,044 value. The official statistics give three classes of sheep and lambskins, namely, those wooled, dry and green; slats, dry, no wool; and pickled skins.

UNIFORM BEEF GRADING.

(Continued from page 25.)

Consequently there remains the possibility—in fact, the probability—that in a majority of cases, where orders for graded beef are filled without a personal selection by the purchaser, complete satisfaction is not the rule.

Much depends, therefore, upon the accessibility of graded beef to retailers generally, in order that they may be permitted to make selections that have the strongest appeal.

Demand Exceeds Supply.

There has been an insistent demand from retailers in various parts of the country for government-graded beef which as yet has not been met. It has not been met because beef bearing the government's guarantee of quality is not available in quantities in most of the wholesale markets and branch houses contiguous to large packing centers where graders are stationed.

Slaughterers who have made it available in quantities have profited by it. Likewise have consumers and producers profited. Why then would the same system not be profitable to a greater number, once the necessary machinery is set in motion?

Under present conditions it should be obvious to any one that the packer who keeps a supply of government-graded beef on hand has a distinct advantage. He is catering to a demand that is constantly growing, and he is in a position to meet it.

This, however, is not true of all packers. Some wait for orders before calling a grader. Meanwhile, some of their customers have gone where a supply of graded beef is hanging on the rails.

Meat·Production and Consumption Statistics

Meat and livestock production and consumption figures for November, 1928, have been compiled by the U. S. Bureau of Agricultural Economics, and announced with comparisons as follows:

	3-year average[1]	Nov., 1927.	Nov., 1928.	Total or average, January-November 3-yr. avg.[1]	1927.	1928.
CATTLE, CALVES, BEEF, AND VEAL.						
Inspected slaughter:						
Cattle	896,301	881,483	762,045	8,992,816	8,758,961	7,800,429
Calves	414,310	409,765	377,969	4,716,351	4,490,421	4,339,223
Carcasses condemned:						
Cattle	9,439	8,498	6,872	81,318	68,411	59,393
Calves	907	815	831	9,914	8,757	9,004
Average live weight:						
Cattle	941.28	930.86	944.27	955.46	947.26	947.87
Calves	186.61	184.74	187.91	176.62	176.95	177.59
Average dressed weight:						
Cattle	484.65	478.53	490.14	512.68	509.27	508.63
Calves	106.98	101.51	106.29	102.27	101.92	99.65
Total dr. wt. (not incl. condemned), lbs.:						
Beef	430,127,138	417,749,512	370,140,494	4,558,796,127	4,417,821,090	3,932,032,494
Veal	44,211,135	41,512,514	40,085,998	479,634,216	455,644,292	428,963,011
Storage:						
Beginning of month—						
Fresh beef	30,594,000	26,696,000	41,635,000	45,130,000	38,639,000	32,186,000
Cured beef	20,271,000	17,220,000	16,401,000	24,085,000	22,031,000	17,270,000
End of month—						
Fresh beef	51,869,000	45,567,000	60,189,000	42,381,000	36,204,000	32,660,000
Cured beef	23,093,000	19,778,000	19,444,000	23,683,000	21,236,000	17,040,000
Exports[2]:						
Fresh beef and veal	167,833	196,815	245,083	2,388,027	1,667,541	2,048,378
Cured beef	1,405,457	830,489	613,291	17,397,835	14,171,952	8,874,123
Canned beef	117,262	99,577	131,650	2,255,012	2,515,759	1,790,598
Oleo and stearine	6,417,165	5,577,283	4,683,224	89,006,504	79,654,888	63,035,499
Tallow	862,740	379,918	185,332	10,722,990	6,095,235	3,058,578
Imports:						
Fresh beef and veal	3,192,689	6,992,675	4,395,033	23,879,380	38,689,563	53,755,303
Beef, veal, pkld., cured.	....	([3])	1,118,607	....	....	8,391,457
Beef, canned	1,394,263	2,151,520	4,481,762	21,426,430	33,837,613	49,761,289
Receipts, cattle & calves[4]	2,362,977	2,346,316	1,962,787	21,702,968	21,072,592	19,966,914
Cattle on farms Jan. 1	....	56,872,000	55,696,000	....	....	....
Price per 100 pounds:						
Cattle, av. cost for sl.	7.20	8.76	9.70	7.71	8.58	10.67
Calves, av. cost for sl.	9.13	10.29	11.64	9.72	10.60	12.22
At Chicago—						
Cattle, good steers	12.40	15.34	15.10	11.26	12.29	14.74
Veal calves	11.50	12.80	13.36	11.53	12.55	13.63
At eastern markets—						
Beef carcasses, gd. gr.	17.84	21.24	22.03	16.91	18.46	21.93
Veal carcasses, gd. gr.	18.62	19.49	22.80	19.41	20.45	22.30
HOGS, PORK, AND PORK PRODUCTS.						
Inspected slaughter, hogs.	3,648,151	3,688,439	4,455,273	37,839,102	38,764,852	44,013,372
Carcasses condemned	13.591	12,853	12,648	144,897	135,710	135,031
Average live weight	217.42	218.32	223.65	233.87	235.75	230.98
Average dressed weight	162.53	162.38	166.88	178.04	179.76	173.91
Total dr. wt. (not incl. condemned), lbs.	590,794,356	596,841,655	741,385,260	6,678,475,445	6,936,972,405	7,610,167,363
Lard per 100 lbs. live wt.	13.88	13.77	14.26	15.44	15.36	15.25
Storage:						
Beginning of month—						
Fresh pork	51,977,000	76,644,000	66,049,000	140,712,000	168,720,000	211,794,000
Cured pork	369,806,000	390,475,000	367,111,000	503,966,000	513,813,000	543,439,000
Lard	60,577,000	72,121,000	83,474,000	107,562,000	107,645,000	144,662,000
End of month—						
Fresh pork	49,353,000	65,666,000	66,696,000	136,560,000	165,812,000	208,252,000
Cured pork	348,339,000	354,156.000	305,066,000	497,939,000	517,363,000	541,375,000
Lard	42,203,000	46,154,000	67,257,000	106,744,000	107,296,000	145,789,000
Exports:[2]						
Fresh pork	1,807,514	1,071,101	913.160	13,296,672	7,214,738	19,545,360
Cured pork	24,636,850	15,386,820	17,821,641	350,933,189	245,212,304	260,961,341
Canned pork	327,501	410,345	594.617	5.700,824	6,851,367	7,739,301
Sausage	705,591	760,011	493,183	8,690,256	7,758,492	5,030,818
Lard	45,593,551	50,894,444	69,263,033	642,281,374	637,074,731	695,943,502
Imports:						
Fresh pork	988,035	1,236,827	450,687	9,662,140	13,913,712	7,669,730
Pork, pkled., salted, etc.	....	([3])	189,970	....	....	2,331,071
Prepared or preserved hams, shldr. & bacon.	....	([3])	187,127	....	....	2,251,223
Receipts of hogs[4]	3,687,774	3,666,285	4,075,367	37,537,446	37,201,890	41,753,502
Hogs on farms Jan. 1	....	54,408,000	58,969,000	....	....	....
Price per 100 pounds:						
Av. cost for slaughter	10.72	9.01	8.86	11.63	10.23	9.56
At Chicago—						
Live hogs, med. wt.	10.95	9.33	8.92	12.01	10.63	9.79
At eastern markets—						
Fresh pork loins 10/15	24.12	21.07	20.85	24.22	22.96	21.01
Shoulders, skinned	18.58	16.33	16.32	18.28	16.81	16.08
Picnics, 6 to 8 lbs.	16.97	15.20	14.11	16.72	15.55	14.91
Butts, Boston	22.35	19.04	18.54	21.94	19.95	19.37
Bacon, breakfast No. 2	28.48	23.90	22.61	28.18	24.98	22.72
Hams, smoked, No. 2	26.06	21.25	23.82	26.85	23.86	22.07
Lard, hardwood tubs	15.11	13.92	13.77	15.92	13.76	13.50
SHEEP, LAMB, AND MUTTON.						
Inspected slaughter	996,371	1,071,361	1,189,416	11,532,667	11,789,075	12,435,450
Carcasses condemned	1,610	1,889	2,391	18,895	15,064	16,583
Average live weight	82.49	83.42	81.80	81.26	81.28	81.93
Average dressed weight	38.92	39.64	38.37	38.83	38.83	38.84
Total drsd. weight (not incl. condemned)	38,726,747	42,393,870	45,546,149	446,822,923	457,085,941	481,470,454
Storage, fresh:						
Beginning of month	2,402,000	2,958,000	4,321,000	2,236,000	2,533,000	2,826,000
End of month	2,835,000	3,790,000	5,472,000	2,210,000	2,463,000	2,922,000
Exports, fresh[2]	43,012	29,184	26,483	1,213,874	944,297	1,011,688
Imports, fresh	483,123	384,049	387,560	2,521,898	2,414,398	3,114,711
Receipts of sheep[4]	1,841,703	1,896,323	2,053,230	21,661,526	22,330,041	23,987,728
Sheep on farms Jan. 1	....	41,846,000	44,545,000	....	....	....
Price per 100 pounds:						
Av. slaughter cost	12.68	12.37	12.03	13.40	13.08	13.71
At Chicago—						
Lambs, 84 lbs. down, good and choice	13.98	13.88	13.30	14.31	13.95	15.01
Sheep, med. to ch.	6.81	6.40	5.84	7.53	7.10	7.42
At eastern markets—						
Lambs, good grade	25.60	23.91	22.92	26.36	26.41	26.75
Mutton, good grade	14.43	13.09	11.99	15.64	15.46	15.30

[1] 1925, 1926 and 1927. [2] Including re-exports. [3] Not reported prior to Jan. 1, 1928. [4] Public stockyards.

Chicago Section

Frank Kohrs, secretary-treasurer and sales manager of the Kohrs Packing Co., Davenport, Ia., was a visitor in the city this week.

—

H. Brockmeyer, factory representative of the Cincinnati Butchers Supply Co., Cincinnati, O., was a visitor in the Chicago office this week.

—

Packers' purchases of livestock at Chicago for the first four days of this week totaled 21,288 cattle, 7,510 calves, 54,247 hogs and 37,804 sheep.

—

Ralph H. Daigneau, manager of the provision department of Geo. A. Hormel & Co., dropped in from Austin, Minn., on Wednesday, but departed again that night.

—

W. W. Shoemaker, vice-president of Armour and Company, and head of the foreign department, left Chicago a few days ago for New York, where he will sail for South America on an inspection trip.

—

Provision shipments from Chicago for the week ended Feb. 16, 1929, with comparisons, are as follows:

	Last wk.	Prev. wk.	Cor. week, 1928.
Cured meats, lbs.	18,334,000	18,299,000	15,648,000
Fresh meats, lbs.	35,709,000	42,651,000	37,484,000
Lard, lbs.	5,259,000	8,572,000	12,752,000

—

G. C. Shepard, vice-president of The Cudahy Packing Co., leaves this coming week for New York with Mrs. Shepard, to sail on the liner Aquitania in March for a several months tour of the Riviera, Italy, France and England, covering most of the ground by motor.

—

C. A. Mallory, long a familiar figure in the Chicago Union Stock Yards, has become associated with Wm. Gentleman & Sons, livestock commission men. Mr. Mallory's comments on the livestock situation and the outlook for both meats and livestock are familiar throughout the packing industry.

—

Chas. E. Herrick, vice-president of the Brennan Packing Co., has been elected a member of the executive committee of the Chicago Association of Commerce, as the representative of Chicago's leading industry on that board. Charlie was not out of the harness very long, having retired only a year or so ago as vice-president of the association.

—

George Sunderland of the E. G. James Co., Chicago, met with an accident recently and now is convalescing. It seems that, in making a hurried departure from a neighbor's house early one morning last week, he stumbled over some milk bottles and had a bad fall. It is not known whether the milk bottles were on the front or rear porch, but George is now confined to his home with several bones broken. Friends wish him a speedy recovery from his unfortunate and mysterious accident.

MODEST MAN GETS A TITLE.

Announcement is made of the election of Charles D. Middlebrook as vice-president of Wilson & Co., Inc., the election taking place at the recent annual meeting of the board of directors.

Some men achieve titles, and others have titles thrust upon them. For many years Mr. Middlebrook has been known as one of the ablest and wisest executives in the meat packing industry. But this is the first time, so far as anybody knows, that he has accepted a title as exalted as that of a vice-presidency. In fact, he tried twice—before coming to Wilson & Co.—to retire from the business, but they wouldn't let him. And now they have nailed him fast with a title.

Mr. Middlebrook started at the bottom of the ladder with Morris & Company, at the time Mr. Wilson was just "breaking in" as a clerk with the same organization. His experience has taken him through all phases of the packing industry.

As general branch house manager of Morris & Company, he was sent to Europe in 1897 and opened up for that company, branch houses in England, France, Germany, Switzerland, Belgium and other countries on the Continent. During the years that followed, he was in charge of the company's general export business, both manufacturing and live cattle. In 1912 he was sent to South America to take charge of a Buenos Aires plant, which business he administered with marked success. In fact, he was the most conspicuously successful executive in South America.

Since joining Wilson & Co. in 1924 as an executive, Mr. Middlebrook has supervised important divisions of the business, sharing some of the many burdens and responsibilities carried by Mr. Wilson. Thus his election to the vice-presidency comes as a happy culmination of an association with Mr. Wilson extending over a long period of years.

CHARLES D. MIDDLEBROOK.
Elected Vice-President of Wilson & Co., Inc.

PORK AND LARD PRICES.

Average wholesale prices of fresh and cured pork products, lard and compound at Chicago and New York for January, 1929, with comparisons, are figured by the Chicago office of the U. S. Bureau of Agricultural Economics as follows:

FRESH PORK CUTS.

	Chicago Jan., 1929.	Chicago Jan., 1928.	New York Jan., 1929.	New York Jan., 1928.
Loins.				
8-10 lb. av.	$18.71	$16.39	$18.54	$17.05
10-12 lb. av.	18.21	15.70	18.19	16.16
12-15 lb. av.	17.40	15.02	17.13	15.29
16-22 lb. av.	15.87	13.76	15.72	13.66
Shoulders, N. Y. Style, Skinned, No. 1.				
8-12 lb. av.	14.07	11.92	15.02	12.90
CURED PORK CUTS, LARD AND LARD SUBSTITUTES.				
Hams, Smoked, Regular No. 1.				
8-10 lb. av.	25.20	22.00	26.04	24.12
10-12 lb. av.	25.20	21.75	25.14	23.50
12-14 lb. av.	25.00	21.50	24.10	22.25
14-16 lb. av.	25.00	20.75	24.10	21.62
Hams, Smoked, Regular No. 2.				
8-10 lb. av.	24.00	20.00	23.04	21.12
10-12 lb. av.	23.70	20.00	22.44	20.12
12-14 lb. av.	23.50	19.00	22.00	19.50
14-16 lb. av.	23.50	19.00	22.00	19.00
Hams, Smoked, Skinned, No. 1.				
16-18 lb. av.	25.58	20.00	25.00	23.00
18-20 lb. av.	25.48	20.00	24.00	22.00
Hams, Smoked, Skinned, No. 2.				
16-18 lb. av.	23.72	18.50	23.00	20.50
18-20 lb. av.	23.22	18.50	21.00	19.50
Bacon, Smoked, No. 1 (Dry Cure).				
6- 8 lb. av.	28.00	30.50	27.20	31.19
8-10 lb. av.	28.00	30.50	26.20	30.00
Bacon, Smoked, No. 1 (S. P. Cure).				
8-10 lb. av.	22.00	22.50	19.20	20.06
10-12 lb. av.	21.40	22.50	19.20	20.00
Picnics, Smoked, No. 1.				
4- 8 lb. av.	15.40	15.00	14.45	15.62
Fat Backs, D. S. Cured, No. 1.				
12-14 lb. av.	12.90	12.50	13.00	13.00
Lard, ref., hardwood tubs	12.75	12.50	13.65	13.44
Lard substitute, hardwood tubs	12.40	12.88	12.90	13.68

EAST AFRICA PACKING PLANT.

A report from Europe states that a complete meat extract plant is being constructed in Tanganyika, East African territory, by an English firm. The plant when completed will include complete equipment for working meat and bone residues, an abattoir and a canning plant.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, Feb. 21, 1929.

Regular Hams.

	Green.	S. P.
8-10	20¼	20
10-12	20	19½
12-14	19¾@20	19
14-16	19¾@20	19
16-18	20	19
18-20	20	19
10-16 Range	19¾@20	....
16-22 Range	20	....

S. P. Boiled Hams.

	H. Run.	Select.
16-18	19	19½
18-20	19	19½
20-22	19	19½

Skinned Hams.

	Green.	S. P.
10-14	21½	20¼
14-16	21½	20¼
16-18	21½	20
18-20	21	19
20-22	20¾	18¾
22-24	20	18¼
24-26	18½	17¾
25-30	17½	17
30-35	17	16½

Picnics.

	Green.	S. P.
4-6	13	13
6-8	12½	12½b
8-10	11¾	12
10-12	11¼	11
12-14	11	10½

Bellies.*

	Green.	Cured.
6-8	18½	17½
8-10	17¼	17
10-12	16¾	16½
12-14	15½	16
14-16	15¼	15½
16-18	15	15

*Square cut and seedless.

D. S. Bellies.

	Clear.	Rib.
14-16	13⅝	....
16-18	13¾	....
18-20	13⅝	13⅝
20-25	13½	13½
25-30	13¼	13¼
30-35	13⅛	13⅛
35-40	13	13
40-50	12½	12½

D. S. Fat Backs.

8-10	9½
10-12	10½
12-14	11½
14-16	12¾
16-18	13¼
18-20	13½
20-25	13¾

D. S. Rough Ribs.

45-50	12¾
55-60	12½
65-70	12¼
75-80	12

Other D. S. Meats.

Extra short clears	35-45	12
Extra short ribs	35-45	12
Regular plates	6-8	10½
Clear plates	4-6	9¾
Jowl butts		9

FUTURE PRICES.

SATURDAY, FEBRUARY 16, 1929.

	Open.	High.	Low.	Close.
LARD—				
Feb.	....	....	....	11.90
Mar.	11.95	11.95	11.92½	11.92½ax
Apr.	....	....	....	12.05n
May	12.27½-27½=	12.27½=	12.25	12.25b
July	12.60	12.60	12.55=	12.55=ax
Sept.	....	....	....	12.75n
CLEAR BELLIES—				
Mar.	....	....	....	13.62½n
May	14.00	14.00	13.95	13.95ax
July	14.55	14.55	14.50	14.50b
SHORT RIBS—				
May	....	....	....	13.40n
July	....	....	....	13.85n

MONDAY, FEBRUARY 18, 1929.

	Open.	High.	Low.	Close.
LARD—				
Feb.	....	....	....	11.87½ax
Mar.	11.95	11.95	11.90	11.90b
Apr.	....	....	....	12.05n
May	12.27½	12.27½	12.25	12.25ax
July	12.57½	12.57½	12.55	12.55b
Sept.	....	....	....	12.75n
CLEAR BELLIES—				
Mar.	....	....	....	13.35ax
May	13.92½	13.95	13.92½	13.95ax
July	14.62½	14.62½	14.50	14.50
SHORT RIBS—				
May	13.50	13.50	13.45	13.45ax
July	....	....	....	13.85n

TUESDAY, FEBRUARY 19, 1929.

	Open.	High.	Low.	Close.
LARD—				
Feb.	....	....	....	11.85n
Mar.	11.92½	11.95	11.90	11.90
Apr.	....	....	....	12.00n
May	12.25	12.27½	12.22½	12.22½
July	12.57½	12.60	12.55	12.55
Sept.	12.87½	12.87½	12.87½	12.87½ax
CLEAR BELLIES—				
Mar.	....	....	....	13.35n
May	....	....	....	13.95ax
July	14.50	14.55	14.50	14.52½ax
SHORT RIBS—				
May	....	....	....	13.35ax
July	....	....	....	13.80ax

WEDNESDAY, FEBRUARY 20, 1929.

	Open.	High.	Low.	Close.
LARD—				
Feb.	....	....	....	11.85n
Mar.	11.95	11.95	11.87½=	11.87½=
Apr.	....	....	....	12.00n
May	12.27½	12.27½	12.22½	12.22½
July	12.60	12.60	12.52½	12.52½b
Sept.	....	....	....	12.85n
CLEAR BELLIES—				
Mar.	....	....	....	13.35n
May	....	....	....	13.95b
July	....	....	....	14.52½n
SHORT RIBS—				
May	....	....	....	13.27½ax
July	13.75	13.75	13.72½	13.72½ax

THURSDAY, FEBRUARY 21, 1929.

	Open.	High.	Low.	Close.
LARD—				
Feb.	....	....	....	11.85n
Mar.	11.90	11.90	11.87½	11.87½
Apr.	....	....	....	12.00n
May	12.25	12.25	12.22½	12.22½b
July	12.52½	12.52½	12.52½	12.52½b
Sept.	....	....	....	12.85n
CLEAR BELLIES—				
Mar.	....	....	....	13.35n
May	13.95	13.95	13.90	13.90b
July	14.50	14.50	14.47½	14.47½ax
SHORT RIBS—				
May	13.25	13.50	13.25	13.50
July	13.85	13.85	13.85	13.85

FRIDAY, FEBRUARY 22, 1929.

Holiday. No market.

Key: ax, asked; b, bid; n, nominal; = split bid.

CHICAGO RETAIL MEATS

Beef.

	Week ended Feb. 14, 1929. No. 1.	No. 2.	No. 3.	Cor. wk. 1928. No. 1.	No. 2.	No. 3.
Rib roast, hvy. end	35	30	16	35	22	16
Rib roast, lt. end	45	35	20	45	28	26
Chuck roast	30	27	21	26	20	14
Steaks, round	45	40	25	45	30	26
Steaks, sirl. 1st cut	50	40	22	60	40	22
Steaks, porterhse	75	45	29	75	45	29
Steaks, flank	28	25	18	28	25	18
Beef stew, chuck	27	22	17	20	18	12½
Corned briskets, boneless	28	24	18	24	22	18
Corned plates	20	15	10	16	12	10
Corned rumps, bnls	25	22	18	25	22	18

Lamb.

	Good.	Com.	Good.	Com.
Hindquarters	35	34	32	25
Legs	40	30	35	30
Stews	22	15	20	15
Chops, shoulder	25	20	25	20
Chops, rib and loin	60	25	55	25

Mutton.

Legs	24	..	26	..
Stew	10	..	10	..
Shoulders	14	..	16	..
Chops, rib and loin	35	..	35	..

Pork.

Loins, 8@10 av.	24	@26	18	@20
Loins, 10@12 av.	24	@26	17	@18
Loins, 12@14 av.	21	@22	17	@18
Loins, 14 and over	18	@21	16	@17
Chops		@27		@22½
Shoulders		@18	15	@16
Butts		@22		@16
Spareribs		@16		@14
Hocks		@12		@14
Leaf lard, raw		@14		@12½

Veal.

Hindquarters	30	@35	30	@40
Forequarters	22	@24	18	@24
Legs	30	@35	30	@40
Breasts	16	@22	12	@16
Shoulders	18	@22	15	@25
Cutlets		@50		@50
Rib and loin chops		@50		@48

Butchers' Offal.

Suet	@ 5½	@ 6
Shop fat	@ 3	@ 3
Bone, per 100 lbs.	@50	@50
Calf skins	@22	@24
Kips	@21	@23
Deacons	@12	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, l. c. l. Chicago	9¾	
Saltpetre, less than 25 bbl. lots, f.o.b. New York:		
Dble. refd. gran.	6	5⅝
Small crystals	7⅝	
Medium crystals	7¾	
Large crystals	8¼	
Dbl. rfd. gran. Nitrate of Soda	4	3⅝
Saltpetre, 25 bbl. lots, f.o.b. N. Y.:		
Dbl. refd. gran.	5⅞	5¾
Small crystals	7¼	
Medium crystals	7⅝	
Large crystals	8⅛	
Dbl. rfd. gran. Nitrate of Soda	3⅞	3¾
Boric acid, carloads, pwd., bbls.	8⅝	8¼
Crystals to powdered, in bbls., in 5-ton lots or more	9¼	9⅝
In bbls. in less than 5-ton lots	8½	9
Borax, carloads, powdered, in bbls.	5	4⅝
In ton lots, gran. or pow., bbls.	5	4⅝
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago, bulk		$6.00
Medium, car lots, per ton, f.o.b. Chicago, bulk		9.10
Rock, carlots, per ton, f.o.b. Chicago		8.60
Sugar—		
Raw sugar, 96 basis, f.o.b., New Orleans		@3.90
Second sugar, 90 basis		None
Syrup, testing 63 and 65 combined sucrose and invert, New York		@ .33
Standard gran. f.o.b. refiners (2%)		@4.90
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%		@4.40
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%		@4.30

GERMAN HOG KILL—A RECORD.

Hog slaughters at the 36 principal markets of Germany during the ten-month period ended October, 1928, reached a total of 4,296,781, a new record for the period, approximately 20 per cent greater than the total for the corresponding ten months of 1927, and 59 per cent greater than for the same period in 1926. Cattle and calves slaughtered in the first ten months of 1928 totaled 1,805,487, also a record, being 13 per cent over the 1927 period and 10 per cent above 1926. The sheep kill reached 687,946 in the first ten months of 1928, about equal with the slaughter in the same period of 1927, but some 10 per cent below 1926.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended Feb. 24, 1929.	Cor. week, 1928.
Prime native steers	21 @24	23 @24
Good native steers	20 @21	19 @22
Medium steers	18 @20	17 @18
Heifers, good	18 @20	17 @22
Cows	14 @18	13 @17
Hind quarters, choice	24 @30	27 @30
Fore quarters, choice	19 @20	19 @20

Beef Cuts.

Steer loins, No. 1	@39	@51
Steer loins, No. 2	@35	@43
Steer short loins, No. 1	@48	@68
Steer short loins, No. 2	@41	@51
Steer loin ends (hips)	@30	33 @35
Steer loin ends, No. 2	@29	34 @35
Cow loins	@25	@30
Cow short loins	@30	@40
Cow loin ends (hips)	@21	@20
Steer ribs, No. 1	@27	@36
Steer ribs, No. 2	@25	@33
Cow ribs, No. 2	@17	@23
Cow ribs, No. 3	@15	@14
Steer rounds, No. 1	@19½	@20½
Steer rounds, No. 2	@19	@20
Steer chucks, No. 1	@18	@18
Steer chucks, No. 2	@17	@17
Cow rounds	@17½	@17
Cow chucks	@15½	@14½
Steer plates	@15	@14½
Medium plates	@12½	@13½
Briskets, No. 1	@21	@22
Steer navel ends	@10½	@13
Cow navel ends	@12	@11½
Fore shanks	@13½	@11
Hind shanks	@10	@10
Strip loins, No. 1, boneless	@55	@60
Strip loins, No. 2	@50	@55
Sirloin butts, No. 1	@35	@40
Sirloin butts, No. 2	@28	@30
Beef tenderloins, No. 1	@75	@75
Beef tenderloins, No. 2	@70	@70
Rump butts	20 @30	20 @25
Flank steaks	@27	@22
Shoulder clods	19 @20	@16
Hanging tenderloins	@18	@18

Beef Products.

Brains (per lb.)	12 @13	@10
Hearts	@10	@ 8
Tongues, 4@5	@35	@29
Sweetbreads	@45	@38
Ox tails, per lb.	@17	@15
Fresh tripe, plain	7 @ 8	@ 6
Fresh tripe, H. C.	@10	7½@ 8
Livers	16 @24	20 @23
Kidneys, per lb.	@15	@12

Veal.

Choice carcass	24 @25	24 @26
Good carcass	18 @23	18 @22
Good saddles	25 @30	25 @31
Good backs	18 @20	15 @20
Medium backs	12 @14	12 @13

Veal Products.

Brains, each	14 @15	@12
Sweetbreads	@75	@78
Calf livers	@57	@58

Lamb.

Choice lambs	@27	@30
Medium lambs	@26	@27
Choice saddles	@30	@31
Medium saddles	@28	@29
Choice fores	@24	@21
Medium fores	@22	@19
Lamb fries, per lb.	@33	@32
Lamb tongues, per lb.	@16	@15
Lamb kidneys, per lb.	@30	@30

Mutton.

Heavy sheep	@15	@14
Light sheep	@16	@17
Heavy saddles	@17	@16
Light saddles	@18	@18
Heavy fores	@13	@12
Light fores	@14	@14
Mutton legs	@21	@20
Mutton loins	@15	@15
Mutton stew	@10	@12
Sheep tongues, per lb.	@15	@15
Sheep heads, each	@10	@10

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@21	@16
Picnic shoulders	@14½	@12
Skinned shoulders	@15	11 @11½
Tenderloins	@45	40 @50
Spare ribs	@12	9 @11
Back fat	@14	@11
Boston butts	@18	13 @14
Hocks	@12	@10
Tails	@12	10 @11
Neck bones	@ 4½	@ 4
Slip bones	@14	@10
Blade bones	@13	9 @11
Pigs' feet	@ 6	4½@ 5
Kidneys, per lb.	@11	@ 7
Livers	@ 7	5½@ 6
Brains	@14	@14
Ears	@ 6	@ 5
Snouts	@ 7	@ 7
Heads	@ 9	@ 8

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton	@26
Country style sausage, fresh in link	@19
Country style sausage, fresh in bulk	@17
Country style sausage, smoked	@21
Frankfurts in sheep casings	@23½
Frankfurts in hog casings	@21½
Bologna in beef bungs, choice	@18½
Bologna in cloth, paraffined, choice	@16½
Bologna in beef middles, choice	@18½
Liver sausage in hog bungs	@19
Smoked liver sausage in hog bungs	@26
Liver sausage in beef rounds	@15
Head cheese	@18
New England luncheon specialty	@27
Minced luncheon specialty	@20
Tongue sausage	@24
Blood sausage	@18
Polish sausage	@20
Souse	@16

DRY SAUSAGE.

Cervelat, choice, in hog bungs	@50
Thuringer Cervelet	@27
Farmer	@33
Holsteiner	@31
B. C. Salami, choice	@49
Milano Salami, choice, in hog bungs	@49
B. C. Salami, new condition	@28
Frisses, choice, in hog middles	@45
Genoa style Salami	@56
Pepperoni	@42
Mortadella, new condition	@27
Capicolli	@55
Italian style hams	@42
Virginia hams	@55

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	$6.50
Large tins, 1 to crate	7.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	8.00
Large tins, 1 to crate	9.00
Frankfurt style sausage in hog casings—	
Small tins, 2 to crate	7.50
Large tins, 1 to crate	8.50
Smoked link sausage in hog casings—	
Small tins, 2 to crate	7.00
Large tins, 1 to crate	8.00

SAUSAGE MATERIALS.

Regular pork trimmings	@10½
Special lean pork trimmings	16 @16½
Extra lean pork trimmings	@18½
Neck bone trimmings	@13½
Pork cheek meat	13 @13½
Pork hearts	9½@10
Native boneless bull meat (heavy)	@17¾
Boneless chucks	@15¾
Shank meat	@14
Beef trimmings	@12½
Beef hearts	@ 9½
Beef cheeks (trimmed)	@11
Dressed canners, 300 lbs. and up	@11¾
Dressed canners, 350 lbs. and up	@12
Dr. bologna bulls, 500@700 lbs.	@14¼
Beef tripe	5½@ 6
Cured pork tongue (can. trim.)	@14

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

Beef casings:	
Domestic round, 180 pack	.40 @50
Domestic round, 140 pack	.43 @55
Wide export rounds	.50 @60
Medium export rounds	.43 @55
Narrow export rounds	.52½@62½
No. 1 weasands	@21
No. 2 weasands	@13½
No. 1 bungs	.36 @40
No. 2 bungs	@22
Regular middles	@1.10
Selected wide middles	@2.25
Dried bladders, 12/15	@2.00
10/12	@1.80
8/10	@1.60
6/8	@1.25
Hog casings:	
Narrow, per 100 yds.	@3.25
Narrow, special, per 100 yds.	@2.25
Medium, regular, per 100 yds.	1.35@1.50
Wide, per 100 yds.	.90@1.00
Extra wide, per 100 yds.	@1.00
Export bungs	@ .35
Large prime bungs	.23@ .27
Medium prime bungs	.12@ .14
Small prime bungs	8 @ .09
Middles	18 @ .20
Stomachs	6@ .10

Quotations for large lots. Smaller quantities at usual advance.

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	$16.00
Honeycomb tripe, 200-lb. bbl.	19.00
Pocket honeycomb tripe, 200-lb. bbl.	20.00
Pork feet, 200-lb. bbl.	15.50
Pork tongues, 200-lb. bbl.	79.00
Lamb tongues, long cut, 200-lb. bbl.	58.00
Lamb tongues, short cut, 200-lb. bbl.	71.00

BARRELED PORK AND BEEF.

Mess pork, regular	28.00
Family back pork, 20 to 34 pieces	30.00
Family back pork, 35 to 45 pieces	30.00
Clear back pork, 40 to 50 pieces	27.00
Clear plate pork, 25 to 35 pieces	20.00
Brisket pork	26.50
Bean pork	21.00
Plate beef	29.00
Extra plate beef, 200 lb. bbls.	30.00

COOPERAGE.

Ash pork barrels, black iron hoops	$1.65 @1.67½
Oak pork barrels, black iron hoops	1.72½@1.77½
Ash pork barrels, galv. iron hoops	1.85 @1.87½
White oak ham tierces	@3.12½
Red oak lard tierces	2.42½@2.45
White oak lard tierces	2.62½@2.65

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago	@25
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago	@20½
Nut, 1 lb. cartons, f.o.b. Chicago	@18
(30 and 60 lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago	@16

DRY SALT MEATS.

Extra short clears	@12
Extra short ribs	@12
Short clear middles, 60-lb. avg	@12½
Clear bellies, 18@20 lbs.	@13½
Clear bellies, 14@16 lbs.	@13¾
Rib bellies, 20@25 lbs.	@12½
Rib bellies, 25@30 lbs.	@12¾
Fat backs, 10@12 lbs.	@10¼
Fat backs, 14@16 lbs.	@12¼
Regular plates	@10
Butts	@ 9

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@25½
Fancy skd. hams, 14@16 lbs.	@28½
Standard reg. hams, 14@16 lbs.	@24½
Picnics, 4@8 lbs.	@18½
Fancy bacon, 6@8 lbs.	@29½
Standard bacon, 6@8 lbs.	@23¾
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.	@48½
Outsides, 5@9 lbs.	@41
Knuckles, 5@9 lbs.	@45½
Cooked hams, choice, skin on, fatted	@38
Cooked hams, choice, skinned, fatted	@38
Cooked hams, choice, skinless, fatted	@41
Cooked picnics, skin on, fatted	@25
Cooked picnics, skinned, fatted	@26
Cooked loin roll, smoked	@45

ANIMAL OILS.

Prime edible lard oil	@15
Headlight burning oil	@14
Prime W. S. lard oil	@13½
Extra W. S. lard oil	@13
Extra lard oil	@12¾
Extra No. 1 lard oil	@12⅝
No. 1 lard oil	@12½
No. 2 lard oil	@12¼
Acidless tallow oil	@11¼
20 C. T. neatsfoot oil	@18
Pure neatsfoot oil	@14½
Special neatsfoot oil	@13
Extra neatsfoot oil	@12⅞
No. 1 neatsfoot oil	@12¾

LARD.

Prime steam	@11.85
Prime, steam, loose	@10.87½
Kettle rendered, tierces	12.00@12½
Refined lard, boxes, N. Y.	@12.62½
Leaf, raw	@10.62½
Neutral, in tierces	@13.00
Compound	12½@13

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces	@11½
Oleo stocks	@11
Prime No. 1 oleo oil	@10½
Prime No. 2 oleo oil	@10
Prime No. 3 oleo oil	9¾@ 9¾
Prime oleo stearine, edible	@11¼

TALLOWS AND GREASES.

Edible tallow, under 1% acid, 45 titre	@ 9¾
Prime packers tallow	9¼@ 9½
No. 1 tallow, 10% f.f.a.	@ 9
No. 2 tallow, 40% f.f.a.	8¼@ 8½
Choice white grease	9 @ 9¼
A-White grease	8¾@ 8¾
B-White grease, max., 5% acid	8⅝@ 8¾
Yellow grease, 10@15 f.f.a.	8½@ 8⅝
Brown grease, 40% f.f.a.	8¼@ 8½

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, nom., prompt	8⅞@ 9
White, deodorized, in bbls., c.a.f. Chgo.	11 @11¼
Yellow, deodorized, in bbls.	11 @11¼
Soap stock, 50% f.f.a., f.o.b.	3½@ 3¾
Corn oil, in tanks, f.o.b. mills	@ 9½
Soya bean, seller's tanks, f.o.b. coast.	@10 nom.
Cocoanut oil, seller's tanks, f.o.b. coast.	7⅝@ 7⅝
Refined in bbls., c.a.f., Chicago, nom.	10 @10¼

SPICES.

	Whole.	Ground.
Allspice	29	32
Cinnamon	14	18
Cloves	40	44½
Coriander	7	10
Ginger	..	19
Mace	1.05	1.10
Nutmeg	..	36
Pepper, black	37½	41½
Pepper, Cayenne	..	40
Pepper, red	..	24
Pepper, white	60	64

Retail Section

How to Sell More Hams for Easter

Easter, Thanksgiving, Christmas, New Years—and to a lesser extent, some of the other holidays—offer the retail meat dealer opportunities to increase his volume and to do some good advertising that will bring business to him long after the particular holiday has passed.

The trick consists in doing a little planning, and then following through.

Perhaps the first year such special advertising is done the results may not be startling. But if the same methods are followed the next year, better results will be secured and results will continue to get better from year to year.

In a little city not far from Chicago it is quite the thing for the housewife to buy her Easter ham or her holiday poultry at Blank's. Regardless of where she does her trading from day to day, Blank is very liable to get her special orders.

He Goes After the Business.

This is because Blank goes after this business.

His advertising has built up for him a reputation for good holiday meats. People have learned by experience that they can buy their Easter hams or their Christmas turkeys from him with the assurance that what he sells will be satisfactory in every respect.

This brings profits to him, of course. But probably of greater importance, his reputation has broadened out until it includes the ordinary cuts of meats—the staple items, although he does not employ the same methods to advertise these that he does to advertise the holiday meats.

This retailer is particularly successful in moving Easter hams. The methods he employs are not extra ordinary, and they can be used by any retailer. They are described here.

Holiday Advertising

Ham is the traditional meat for Easter. This festival comes early this year—March 31—and the retailer who would pass a good volume of these meats over his counter should start merchandising them now.

One retailer in a prosperous suburb of Chicago has built up a good volume of business on these meats for Easter. People who do not trade with him regularly come to him for their Easter hams, and he has earned a "reputation" in this respect that puts many extra dollars in his till each Spring.

What he has done along this line other retailers can do. It is just a case of good merchandising—that's all.

Several weeks before Easter this retailer begins to feature hams for Easter morning in his advertising. He makes it plain that his stock is personally selected for flavor and quality, and that they are the best to be had at any price. Consumers are also informed that they may be had whole, half or by the slice.

Window Displays Featured.

In addition to his newspaper advertising, posters are also used in the store, and a special feature is made of the window displays. Printed slips are also used. Sometimes these are inclosed in grease-proof envelopes and wrapped with the customers' purchases. At other times they are slipped under the strings with which the packages are tied.

Occasionally a personal letter will be sent out to the people of the community. Some years these are replaced with postal cards, although this retailer is adverse to sending through the mail any communication to customers and prospects other than in sealed envelopes.

In most of this advertising matter the prospect is urged to send in her order early, in order that a personal selection can be made for her. The price is never quoted, but assurance is given that it will be as low as is consistent with the wholesale market.

The simple fact that this retailer features Easter hams, and that he makes an effort to get this business, brings him many orders he would not secure otherwise.

His advertising also creates desire. It causes people to think about ham for Easter—perhaps casually at first—and this thinking often terminates in the determination to buy. When this state of mind is reached, the retailer responsible for it receives, of course, first consideration.

Personal Solicitation Work.

About a week before Easter, after the advertising has had a chance to do its work, personal solicitation is commenced. Customers who visit the store are reminded in a diplomatic manner that Easter is but a few days away.

"Of course," they are informed, "you will want a ham for this day. May we suggest that you give us your order early? We have a very fine stock of these meats on hand this year, but the earlier you place your order, the better the selection we will be able to make for you. We will deliver it at any time you specify."

Customers who do not come to the store in person, but who telephone in their orders, are solicited in the same manner. Before such a solicitation is

AN ATTRACTIVE WINDOW DISPLAY FOR BOOSTING EASTER BUSINESS.

One way for retail meat dealers to bring in additional business at Easter time is to get up an attractive window display which hooks up directly with the season. Such a window display as in the above illustration has a direct and unusual appeal to consumer taste. It is well-balanced, well-lighted, and altogether attractive to the eye of the prospective meat buyer.

made, however, the operator receiving the call assures herself that the customer has the time to talk.

It has been learned that a telephone solicitation is seldom successful when the customer is in a hurry to do something else or when her mind is on other matters.

Card Index of Customers.

A card index is kept of housewives, not regular customers, who purchased hams for Easter the previous year. These also are solicited by telephone. In this case the operator uses somewhat different tactics than when talking to regular customers.

The prospect is first informed that she purchased her Easter ham at Blank's the previous year. Then the operator says:

"We are quite sure you liked the quality and flavor of the ham you had last year, and we know you will want one equally as good, or better, this year. Our Mr. Blank has personally picked out our Easter stock of hams and he assures me that at no time since he has been in business has he been able to secure hams of better quality.

"If you liked the ham you purchased from us last year, it is certain that you will be more then pleased with what we have to offer this year. If it is convenient for you to do so, I will be glad to take your order now, if you will tell me the size you need. We wil make delivery any time."

Method Gains New Business.

Substantially the same merchandising methods are employed previous to Thanksgiving, Christmas and New Years in merchandising poultry.

The success of this method is due, this retailer believes, to the fact that the merchandise is exactly as represented, and that it is sold at prices fair to the consumer and to the store. Only meats and poultry of the highest quality are handled at these times, and every effort is made to satisfy the customer in every particular.

Outside of the fact that these merchandising methods bring in a very satisfactory volume at these times, this retailer has learned that the influence of the advertising and personal solicitation remains to bring in business for some time afterward. Many new customers are made every time such a selling campaign is put on.

This retailer also believes that conditions of today make it more and more necessary for the meat retailer to actually sell his products. Waiting for customers to come in, he says, is the lazy way to do business. Furniture houses, dealers in household appliances, electric light and gas companies, clothing stores and other lines of business are today going after the business in an intelligent, aggressive manner, and he believes the retailer can profit by adopting similar tactics.

NEWS OF THE RETAILERS.

William Courtland has opened a meat business at Maquoketa, Ia.

Sam Cherin has opened a grocery and meat market at Attica, Ind.

Glenn Green recently purchased a meat market at Jasper, Minn.

Herman Funk, Beulah, N. D., meats, has sold out to Sam Drables.

L. A. Wyman, Yankton, S. D., meats, sold out recently to Ben Ensley and Robert Hayes.

D. S. & J. W. Bourne have engaged in business, under name of the Crest Grocery & Market, in Portland, Ore.

Frank Keller has purchased the Montavilla Meat Market, 1995 East Stark St., Portland, Ore.

G. O. Bird has engaged in business under the name of the Columbia Market in Tacoma, Wash.

John Unterseher has purchased the meat market maintained for a number of years by Nick Sardotz, at Hazen, N. D.

The Shop-Rite Market recently opened a store in Moline, Ill., handling meats and groceries. M. J. Fleener is manager.

R. C. Yingling has opened a meat market in connection with the Wilson grocery store he recently purchased at Griswold, Ia.

Bowen's Red and White Store, West St. Helens, Ore., has added a meat department.

The meat department of the Grand Central Market, Olympia, Wash., has been purchased by E. K. Armstrong & Sons of Aberdeen, and will be known as the Independent Meat Market. The Armstrong company maintains also an abattoir and packing plant near Elma, Wash.

W. D. Platt has taken over the Ephrata Meat Market at Ephrata, Wash., from T. E. Whitledge, who is opening a meat market at Soap Lake, Wash.

The daylight food shop, being opened in Spokane, Wash., at Grand Ave. and Twelfth St., by L. C. Burkhardt, will have a drive-in motor concourse for convenience of customers. Mr. Burkhardt also owns two other markets in Spokane.

MINNESOTA DEALERS CONVENE.

At the 12th annual convention of the Minnesota Retail Meat Dealers' Association, held recently in Minneapolis, Minn., a number of important subjects were discussed, including the matter of market inspection, Sunday closing, and a state licensing law. Officers were elected for the ensuing year, Wm. A. Johnson of Minneapolis being chosen president. Other officers elected were M. C. Mouritsen of Worthington, 1st vice-president; F. W. Myers, Sleepy Eye, 2d vice-president; F. W. Ruff, Paynesville, 3d vice-president; Wm. F. Marlow, Good Thunder, 4th vcie-president; and George R. Calkin, Minneapolis, secretary-treasurer.

Directors elected for the term ending 1932 included J. N. Bowen, Minneapolis; Gus Peters, Cold Springs; Val Ness, Minneapolis, and A. C. Sorenson, Albert Lea.

The convention went on record as endorsing the stand of the National Association of Retail Meat Dealers against any increase in the present tariff on meats. A resolution also was adopted and a committee appointed to draft a suggested law for curbing false advertising. Another resolution was adopted advocating that association members refrain from patronizing packers who violate their agreements with respect to retailing.

Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

BEEF SUPPLY AND DEMAND.

The power of supply and demand probably never was more strikingly shown than at the present time with respect to beef. The bulk of the beef supply is selling within a very narrow price range, and in outstanding cases medium grade steer carcasses have brought as much or even more than other lots of better quality.

This may be explained to some extent, but it represents a most unusual market condition just the same. As a rule the better grades of beef carry more fat than the lower grades, and since there are many who find lean meat more suitable to their trade they will, if obliged, pay fully as much for the less wasteful kind even though it may be lacking in high quality.

Then again, some buyers who have stuck closely to medium grade beef center their buying activities on this kind and consider it, so far as their needs are concerned, as a separate type. Such buyers may not learn as quickly as others the weakness in the market on other grades.

From a consumer standpoint it would seem that high quality beef is the cheapest right now, its suitability to the family taste being fully considered.

While steaks, roasts and other cuts from good and choice grades of beef are somewhat more costly for retailers to produce, due to more liberal fat deposits, the difference should not be very great when both kinds—the medium and good grades, for instance—sell closely together in price.

As a matter of fact, medium grade beef may carry nearly as much fat as good grade beef, though on the average it will be found to carry less. What is known as common grade steer beef is a scarce article on most markets. Some of this kind is very deficient in fat, and therefore a relatively high lean meat content is found when reduced to consumer cuts.

Where quality or flavor is of less importance than price, some money may be saved by buying the lower grades; but the attraction from a monetary standpoint is much less now than it has been at periods when common grade beef sold for little more than half of what choice beef brought per pound.

We are passing through what is known as the dry-feed season, and during such periods common grade steer beef is nearly always relatively scarce and high when judged from the point of comparative values when this kind is plentiful.

Of course, all beef produced will be consumed and the wholesale and retail market values will more or less automatically adjust themselves, but the housewife who gives full consideration to the present relationship between the quality that will surely give high satisfaction when cooked and less qualified kinds should find herself in an advantageous position.

Radio talk from New York office, U. S. Bureau of Agricultural Economics.

New York Section

AMONG RETAIL MEAT DEALERS.

After the routine business of the South Brooklyn Branch was concluded on Tuesday evening of this week, the rest of the meeting was given over to an educational talk by Mr. Perlman of Ottenheimer Brothers, Baltimore on the application of modern merchandising. The talk was well received. Expressions of satisfaction at the recent joint dinner and dance were made by the members present.

—

An interesting business meeting of the Ladies Auxiliary was held on Thursday afternoon of last week at the Hotel McAlpin. In the absence of the president, Mrs. Chas. Hembdt, because of illness, and the first vice president honeymooning, second vice president Mrs. George Kramer presided. It was decided that as the next meeting would be a social, it take the form of a card party. There will be several hostesses, with Mrs. Gus Schmitt in charge. Nonmembers will be welcomed at the party in the Hotel McAlpin Thursday afternoon, February 28th.

—

After a long lingering illness Mae E., the wife of August F. Grimm, passed away at her home, 388 Park Avenue, on February 16. Funeral services were held on Monday from the Universal chapel, 597 Lexington Avenue and interment was in Kensico cemetery. Besides her husband Mrs. Grimm is survived by one daughter, Mrs. R. J. Werring, three sisters and a brother.

—

Bertha Schutte, an active member of the Ladies Auxiliary up to the time of her recent illness, wife of John Schutte, a member of the Brooklyn Branch, passed away on February 13. Funeral services took place at her late home, 60 Clarkson Avenue, Brooklyn on February 16, the interment being in Evergreens the following afternoon.

—

A. Werner, Jr., a member of the South Brooklyn Branch, and Mrs. Werner, first vice president of the Ladies Auxiliary, celebrated the 13th anniversary of their wedding by a vacation at Atlantic City.

—

Arthur Burck, son of Mr. and Mrs. Frank P. Burck, who is also a member of the Brooklyn Branch and well known in the meat trade, celebrated a birthday on February 17th.

NEW YORK NEWS NOTES.

A. B. Tilt, automotive department, Swift & Company, is spending a week in New York.

—

George L. Hoerter, special representative of Armour and Company, Chicago, is spending a week in New York.

—

H. O. Wetmore, manager of the branch house department, Wilson & Co., Chicago, is in New York for a few days.

—

Fred Schenk, president of the Columbus Packing Co., Columbus, Ohio, has been a visitor to New York this week.

—

"Sir James" Clark of Wilson & Co. sailed this week for New Zealand. His trip will be both in the interest of business and to renew old acquaintances.

—

Trunz Pork Stores, Inc., report sales in January this year of $503,143, as against $413,715 for 1928, or a gain for 1929 of 21.6 per cent.

—

F. C. Rogers of Philadelphia stopped off in New York on his return home from Lake Placid and visited a few of his friends, while Mrs. Rogers, who was with him, did some shopping.

—

The board of managers of the New York Produce Exchange has recently announced the election of the following new members: Frederick W. Bellamy, Lawrence Brown, Roland L. De Haan, Joseph R. D. Freed, Eugene Klein, Leonard J. Marquis, Frank A. Montford, John J. Qualter and Isaac W. C. Salloway. Associate members elected include John Biro, Julian Brode, M. K. Crosnay and Andreas Georgis.

—

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ended Feb. 16, 1929: Meat—Manhattan, 322 lbs.; The Bronx, 129 lbs.; Queens, 16 lbs.; Richmond, 7 lbs.; total, 474 lbs. Fish—Manhattan, 150 lbs.; Queens, 2 lbs.; total, 152 lbs. Poultry and game—Brooklyn, 29 lbs.; Manhattan, 9 lbs.; Queens, 5 lbs.; total, 43 lbs.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on February 21, 1929, as follows:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (700 lbs. up):				
Choice	$18.50@20.50	$19.00@19.50	$21.00@22.00	$20.50@22.00
Good	17.50@18.50	18.00@19.00	19.00@21.00	18.50@19.50
STEERS (550-700 lbs.):				
Choice	19.00@21.00	....	21.00@22.50	21.00@23.00
Good	17.50@19.00	....	19.00@21.00	18.50@20.00
STEERS (500 lbs. up):				
Medium	16.50@17.00	17.50@18.00	18.00@19.00	17.50@18.00
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	19.50@21.50	....	21.00@23.00	....
Good	18.00@19.50	....	19.00@21.50	....
Medium	17.00@18.00	....	....	....
COWS:				
Good	15.00@16.00	15.50@16.00	17.00@18.00	16.50@17.00
Medium	14.00@15.00	15.00@15.50	16.00@17.00	15.50@16.00
Common	13.00@14.00	14.50@15.00	15.00@16.00	14.00@15.00
Fresh Veal and Calf Carcasses:				
VEALER (2):				
Choice	24.00@26.00	24.00@26.00	25.00@27.00	24.00@25.00
Good	22.00@24.00	21.00@24.00	22.00@24.00	21.00@23.00
Medium	19.00@21.00	19.00@21.00	19.00@21.00	19.00@21.00
Common	17.00@19.00	17.00@19.00	17.00@19.00	16.00@18.00
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	27.00@28.00	29.00@30.00	30.00@31.00	30.00@31.00
Good	26.00@27.00	28.00@29.00	29.00@30.00	29.00@30.00
Medium	25.00@26.00	26.00@28.00	27.00@29.00	28.00@29.00
Common	24.00@25.00	25.00@26.00	26.00@27.00	....
LAMB (39-45 lbs.):				
Choice	26.00@28.00	28.00@29.00	29.00@30.00	30.00@31.00
Good	25.00@27.00	27.00@28.00	28.00@29.00	29.00@30.00
Medium	24.00@26.00	25.00@27.00	27.00@28.00	28.00@29.00
Common	23.00@25.00	....	26.00@27.00	....
LAMB (46-55 lbs.):				
Choice	25.00@26.00	26.00@27.00	28.00@29.00	27.00@28.00
Good	24.00@25.00	25.00@26.00	27.00@28.00	26.00@27.00
MUTTON (Ewe) 70 lbs. down:				
Good	14.00@16.00	14.00@16.00	15.00@16.00	16.00@17.00
Medium	12.00@14.00	12.00@14.00	13.00@15.00	14.00@16.00
Common	10.00@12.00	11.00@12.00	11.00@13.00	....
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	20.00@22.00	19.00@20.00	18.50@20.00	19.00@20.00
10-12 lbs. av.	19.50@21.00	19.00@20.00	18.00@20.00	19.00@20.00
12-15 lbs. av.	18.50@20.00	18.00@19.00	17.50@19.00	18.00@19.00
15-22 lbs. av.	17.50@18.50	16.00@17.50	16.50@18.00	17.00@18.00
SHOULDERS N. Y. Style, Skinned:				
8-12 lbs. av.	14.50@15.00	....	16.00@17.00	15.50@16.50
PICNICS:				
6-8 lbs. av.	....	14.00@15.00	....	....
BUTTS Boston Style:				
4-8 lbs. av.	18.00@19.00	....	19.00@21.00	18.50@20.00
SPARE RIBS:				
Half Sheets	11.50@12.50	....	....	....
TRIMMINGS:				
Regular	10.50@11.00	....	....	....
Lean	18.50@19.00	....	....	....

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skin on" at New York and Chicago.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York, for week ended Feb. 16, 1929, with comparisons:

Western drsd. mts:	Week ended Feb. 16.	Prev. week.	Cor. week. 1928
Steers, carcasses..	6,136	8,454	7,725
Cows, carcasses...	1,025	1,193	1,506
Bulls, carcasses ..	91	75½	110
Veals, carcasses...	10,033	9.747	8,325
Lambs, carcasses..	21,013	22,677	23,533
Mutton carcasses.	3,636	3.937	3,221
Beef cuts, lbs.....	325,344	533,517	281,310
Pork, cuts, lbs..	1,708,662½	1,775,930	1,329,349
Local slaughters:			
Cattle	7,921	8,665	9,447
Calves	11,813	14,282	14,027
Hogs	54.402	60,032	69,969
Sheep	46,555	51,995	49,176

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, best	$11.50@12.25
Cows, medium	7.00@ 8.25
Bulls, light to medium	7.50@ 9.00

LIVE CALVES.

Veals, prime	$16.00@18.50
Calves, com. to med.	10.00@11.50

LIVE SHEEP AND LAMBS.

Lambs, good to choice	$16.75@17.00
Lambs, medium	14.00@16.25
Sheep, fat ewes	8.00@ 9.00

LIVE HOGS.

Hogs, 160-210 lbs.	$ @10.50
Hogs, medium	@10.50
Hogs, 120 lbs.	@10.50
Roughs	@ 9.00
Good Roughs	@ 9.00

DRESSED HOGS.

Hogs, heavy	@16
Hogs, 180 lbs.	@16
Pigs, 80 lbs.	@16½
Pigs, 80-140 lbs.	@16½

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	.24 @26
Choice, native light	.24 @26
Native, common to fair	.21 @23

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	.21 @22
Native choice yearlings, 400@600 lbs.	.23 @25
Good to choice heifers	.20 @21
Good to choice cows	.16 @18
Common to fair cows	.14 @16
Fresh bologna bulls	.14½@15

BEEF CUTS.

	Western.	City.
No. 1 ribs	@30	28 @32
No. 2 ribs	@26	24 @27
No. 3 ribs	@18	20 @23
No. 1 loins	@34	35 @40
No. 2 loins	@31	30 @34
No. 3 loins	.19 @20	26 @29
No. 1 hinds and ribs	.25 @28	25 @32
No. 2 hinds and ribs	.22 @24	22 @24
No. 3 hinds and ribs	.20 @21	20 @21
No. 1 rounds	@24	19 @20
No. 2 rounds	@23	@18
No. 3 rounds	@18	@17
No. 1 chucks	@19	19 @22
No. 2 chucks	@17	17 @18
No. 3 chucks	@13	@16
Bolognas	@16	17½@18½
Rolls, reg., 6@8 lbs. avg.		.22 @23
Rolls, reg., 4@6 lbs. avg.		.17 @18
Tenderloins, 4@6 lbs. avg.		.60 @70
Tenderloins, 5@6 lbs. avg.		.80 @90
Shoulder clods		.10 @11

DRESSED VEAL AND CALF.

Prime veal	@31
Good to choice veal	.28 @30
Med. to common veal	.23 @26
Good to choice calves	.21 @25
Med. to common calves	.17 @21

DRESSED SHEEP AND LAMBS.

Lambs, prime	.31 @32
Lambs, good	.30 @31
Sheep, good	.16 @18
Sheep, medium	.14 @15

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	.19 @20
Pork tenderloins, fresh	.55 @60
Pork tenderloins, frozen	.50 @56
Shoulders, city, 10@12 lbs. avg.	.17 @18
Shoulders, Western, 10@12 lbs. avg.	.16 @17
Butts, boneless, Western	.22 @23
Butts, regular, Western	.19 @20
Hams, Western, fresh, 10@12 lbs. avg.	.21 @22
Hams, city, fresh, 6@10 lbs. avg.	.22 @23
Picnic hams, Western, fresh, 6@8 lbs. average	14 @15
Pork trimmings, extra lean	.20 @21
Pork trimmings, regular, 50% lean	.13 @14
Spareribs, fresh	.13 @14

SMOKED MEATS.

Hams, 8@10 lbs. avg.	.24 @25
Hams, 10@12 lbs. avg.	.23 @24
Hams, 12@14 lbs. avg.	.22½@23
Picnics, 4@6 lbs. avg.	.15½@16
Picnics, 6@8 lbs. avg.	.14½@15½
Rollettes, 6@8 lbs. avg.	.16 @17
Beef tongue, light	.28 @29
Beef tongue, heavy	.32 @33
Bacon, boneless, Western	.22 @23
Bacon, boneless, city	.19 @20
Pickled bellies, 8@10 lbs. avg.	.15 @16

FANCY MEATS.

Fresh steer tongues, untrimmed	30c	a pound
Fresh steer tongues, l. c. trm'd.	42c	a pound
Sweetbreads, beef	70c	a pound
Sweetbreads, veal	$1.00	a pair
Beef kidneys,	20c	a pound
Mutton kidneys	11c	each
Livers, beef	40c	a pound
Oxtails	20c	a pound
Beef hanging tenders	30c	a pound
Lamb fries	10c	a pair

BUTCHERS' FAT.

Shop fat	@ 3
Breast fat	@ 4¾
Edible suet	@ 6¼
Cond. suet	@ 5¾

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals	.21	2.20	2.45	2.65	3.60
Prime No. 2 Veals	.19	2.00	2.20	2.40	3.35
Buttermilk No. 1	.18	1.85	2.10	2.30	....
Buttermilk No. 2	.16	1.65	1.85	2.05	....
Branded Gruby	9	.95	1.10	1.30	1.85
Number 3		——At Value——			

LIVE POULTRY.

Fowls, Leghorn, per lb. via express	.34 @35
Ducks, spring, express	@28
Pigeons, per pair, via freight or express	@40

BUTTER.

Creamery, extras (92 score)	@49¾
Creamery, firsts (88 to 89 score)	.47 @48
Creamery, seconds (84 to 87 score)	.46 @46½
Creamery, lower grades	.44½@45½

EGGS.

(Mixed colors.)

Extras	.45 @46
Extra firsts	@44
Firsts	.42½@43
Checks	@36

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	.31 @33
Western, 48 to 54 lbs. to dozen, lb.	.31 @33
Western, 43 to 47 lbs. to dozen, lb.	.30 @32
Western, 36 to 42 lbs. to dozen, lb.	.29 @31
Western, 30 to 35 lbs. to dozen, lb.	.27 @29
Fowls—fresh—dry pkd.—12 to box—prime to fcy.:	
Western, 60 to 65 lbs. to dozen, lb.	.34 @35
Western, 48 to 54 lbs. to dozen, lb.	.34 @35
Western, 43 to 47 lbs. to dozen, lb.	.33 @34
Western, 36 to 42 lbs. to dozen, lb.	.32 @33
Western, 30 to 35 lbs. to dozen, lb.	.30 @31
Ducks—	
Western, boxes, prime to fancy	.20 @26
Turkeys—	
Western, dry pkd., prime to fancy	.37 @43
Squabs—	
White, 11 lbs. to dozen, per lb.	.65 @70
White, 9 lbs. to dozen, per lb.	.60 @65
Fowls—frozen—dry pkd.—fair to good—12 to box:	
Western, 60 to 65 lbs., lb.	.30 @32
Western, 55 to 59 lbs., lb.	.30 @32
Western, 43 to 47 lbs., lb.	.29 @31
Western, 30 to 35 lbs., lb.	.26 @28

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia week ended February 14, 1929:

	Feb. 8	9	11	12	13	14
Chicago	49½	49½	49½	Holiday	49¾	50
New York	50	50	50	Holiday	50	50¼
Boston	50	50	50	Holiday	50	50
Phila.	51	51	51	Holiday	50½	50¾

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

49	49	49	Holiday	49¼	49½

Receipts of butter by cities (tubs).

	This week.	Last week.	Last year.	—Since Jan. 1— 1929.	1928.
Chicago	30,064	33,203	17,730	347,352	345,299
N. Y.	50,371	47,861	48,743	400,531	407,157
Boston	15,022	16,503	9,872	128,171	134,770
Phila.	15,162	16,781	12,354	131,528	139,077
Total	110,619	114,348	88,699	1,007,582	1,026,303

Cold storage movement (lbs.):

	In Feb. 14.	Out Feb. 14.	On hand Feb. 15.	Same Week-day last year.
Chicago	43,143	106,887	1,272,296	3,550,870
New York	131,690	160,605	2,615,917	4,697,681
Boston	6,703	39,539	2,054,035	1,695,402
Phila.	....	56,940	740,260	776,253
Total	181,536	363,971	6,682,508	10,720,206

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.35
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.35
Blood, dried, 15-16% per unit	@ 4.50
Fish scrap, dried, 11% ammonia 10% B. P. L., f.o.b. fish factory	Nominal
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.90 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	4.25@ 4.50
Soda Nitrate in bags, 100 lbs. spot	@ 2.22½
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.65 & 10c
Tankage, unground, 9@10% ammonia	4.50 & 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@32.00
Bone meal, raw, 4½ and 50 bags, per ton	@37.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@10.50

Potash.

Manure salt, 20% bulk, per ton	@12.40
Kalnit, 12.4% bulk, per ton	@ 9.00
Muriate in bags, basis 80%, per ton.	@36.40
Sulphate in bags, basis 90%, per ton.	@45.70

Beef.

Cracklings, 50% unground	@ 1.00
Cracklings, 60% unground	@ 1.10

Meat Scraps, Ground.

50%	@60.00
55%	@65.00

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 75.00
Black hoofs, per ton	45.00@ 50.00
Striped hoofs, per ton	45.00@ 50.00
White hoofs, per ton	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7½ oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.	200.00@225.00

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ended February 16, 1929, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,255	6,352	3,304	12,724
Central Union	2,284	817	526	14,600
New York	388	3,244	26,336	10,156
Total	5,927	10,413	30,166	37,480
Previous week	7,225	13,314	36,005	46,961
Two weeks ago	8,708	14,285	29,233	44,773

, 1929.

LS.
Y.

@ 2.35

@ 2.35
@ 4.50

Nominal

90 & 10c

35@ 4.50
@ 2.22½

65 & 10c
50 & 10c

@32.00

@37.00

@10.50

@12.40
@ 9.00
@36.40
@45.70

@ 1.00
@ 1.10

@60.00
@65.00

RNS.

.00@100.00

@ 75.00
.00@ 50.00
.00@ 50.00
@ 85.00

@100.00
.00@325.00
.00@275.00
.00@225.00

RK.
ew York
29, were

gs.	Sheep.
304	12,724
526	14,600
336	10,156
166	37,480
005	46,962
233	44,773